# TRADE AND INDUSTRY

30 September 1971 Volume 4 No 13 10p

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## HOME NEWS AND FEATURES


619 Britain and the EEC—11: Fair competition in the Community
621 EEC competition policy
621 Clearance of merger proposals
621 Competing in the EEC would 'ease a British dilemma'—Mr. Nicholas Ridley
622 Minister for Trade to visit California
622 New chairmen for Electricity Council and CEGB
622 Broadsheet on consumer spending
624 France as a market for capital goods
627 New EFTA report on industrial mobility
628 Govan Shipbuilders Ltd.—key appointments
629 Visits to UK by British Overseas Commercial Representatives
629 Applications for temporary exemption from import duty
629 Applications for reimposition of import duty
629 Hints to business men booklets
630 Commonwealth Ministers discuss world economic crisis
630 Industry Minister for Milan

AVIATION AND SHIPPING

630 Civil Aviation Acts 1949 and 1968; The Air Navigation (Noise Certification) Order 1970
631 German statement on BAC 1-11 accident near Hamburg
631 Minimum inclusive tour prices for winter 1972-3
631 Britain signs new Air Security Convention
631 Standards of training of seafarers
632 GOVERNMENT SURPLUS SALES


## STATISTICS


633 Index to statistics
634 The economy: selected indicators
635 Vehicle production in August
636 ECGD business in second quarter
636 Hosiery and other knitted goods—index of production
636 New companies registered in Northern Ireland
638 Footwear industry: production, orders and deliveries

New Technology pp i-viii


## TRADE PROMOTION


EXHIBITIONS AND FAIRS

639 Trade links strengthened during 'new look' Hamburg week
640 Quality, prices and bright colours admired at SAMIA
640 Good response to LCA show
641 British shoes in impressive display at Astrohall
641 £200,000 in follow-up business anticipated from Algiers Fair
641 Intensive publicity campaign for San Francisco British Week
642 A 'first' for fashion exhibitors in Denmark
642 Success at first Reykjavik trade fair
644 MISSIONS AND TOURS
646 EXPORT ORDERS


## TRADE INFORMATION


648 ECGD to support credit facilities for Sudan. India and Nepal. Algeria and Bulgaria. Cyprus and USSR

TARIFF AND TRADE NOTICES

653 **Algeria:** Import restrictions
659 **Argentina:** Ban on imports. Exchange regulations
653 **Australia:** Tariff Board inquiry on woven man-made fibre fabrics. Tariff changes
651 **Austria:** Removal of duty on EFTA goods
651 **Belgium and Luxembourg:** Import licensing
660 **Canada:** Labelling of food, drugs and cosmetics in pressurised containers. Inflammable textiles and textile products
650 **European Communities:** Common agricultural policy. Imports from non-member countries. Transport. Harmonisation of legislation. Customs regulations. Right of establishment and freedom to supply services. UNCTAD generalised preferences system
653 **Ghana:** Import licensing. Customs tariff amendment
651 **Greece:** Cholera regulations. Reduction on import duty on new machinery
651 **Iran:** Import deposit on wheat, barley and corn
652 **Israel:** Marking of footwear
652 **Kuwait:** Customs duties
652 **Lebanon:** Import duties on luxury goods
652 **Malagasy Republic:** Importation of alcoholic drinks
652 **Malawi:** Customs tariff amendment
652 **Morocco:** Customs regulations. Import regulations
653 **Mozambique:** Amendments to import tariff on articles of glass
658 **New Zealand:** Customs tariff inquiry into certain electrical apparatus. Deferred public hearing into continuous filament polyester yarn. Emergency Protection Authority report
653 **Niger:** Modification of mercurial values. Re-exportation
653 **Pakistan:** Pakistan rupee aligned to US dollar
660 **Peru:** Additions to the national register of manufactured products
652 **Saudi Arabia:** Motor vehicles
653 **Singapore:** Import control
652 **South Africa, Republic of:** Customs tariff changes. Public Health Act
651 **Spain:** Capital goods extensions, deletions and additions. Duty free import quota—cotton not carded or combed
653 **Thailand:** Reduction of import duties on export industry materials
651 **Turkey:** Import regulations. Import of tyres and tubes
660 **United States:** Economic measures. Preparations containing aspirin. Liquid furniture polish. Labelling and advertising requirements for detergents
659 **Uruguay:** Prior deposits



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# Fair competition in the Community

**One of the major objectives of the European Community is free and fair competition in trade between its members. The general principles for achieving this are set out in the Treaty of Rome. This article covers the Community's competition policy in areas most likely to affect businessmen—restrictive trade practices, monopolies and mergers. It also outlines how the Community's competition policy would affect the United Kingdom if we join the EEC.**

The essence of the Community's competition policy lies in articles 85 and 86 of the Rome Treaty. These deal with the basic rules of competition in relation to firms.

In principle the rules forbid all restraints of competition between member states of which the overall economic effects are not likely to be beneficial. Their object is to ban restrictive practices which distort competition between Community members and prohibit the abuse of 'dominant positions' within the Market. The Treaty of Rome does not define dominant position.

An important point is that the restraint on trade or the abuse of a dominant position must be likely to have a perceptibly adverse effect on trade between member states. Otherwise the EEC rules of competition are inapplicable. Restrictions or abuses which affect only the internal trade of a member state or trade with third countries are excluded. So, too, are agreements that do not appreciably affect the market. What matters is the likely effect, not the actual terms, of an agreement.

The machinery for applying these general principles is contained in Articles 87-89. These give the Council of Ministers power to make any regulations or directives necessary for the application of Articles 85 and 86. The European Commission is responsible for supervising their application, for investigating any alleged breach of their provisions, and, if the breach is established, for bringing it to an end.

## I. Restrictive trade practices

### Article 85

Article 85 of the Treaty of Rome prohibits all agreements or concerted practices which are likely to affect trade between member states, and which have as their object or result the prevention, restriction or distortion of competition within the Common Market. This covers price fixing, market sharing, restriction of production or technical developments, and the imposition of discriminatory terms of supply or of other unreasonable conditions. The Article applies not only to agreements between firms of Member States of the EEC but also to agreements between firms in the Community and firms in third countries.

Any agreement between enterprises which infringes the Article is rendered void. The Article does, however (in paragraph 3), allow for exceptions in the case of agreements and concerted practices which either improve production or distribution or promote technical or economic progress.

The European Commission is the body mainly concerned with applying the provisions of Article 85. It has sole power to exempt from these provisions an agreement or practice by declaring the Article inapplicable under paragraph 3.

The Commission must give interested parties an opportunity to make representations to it when it is deciding whether an agreement infringes the Article or whether the Article should be declared inapplicable. Questions of law relating to the interpretation and implementation of the Treaty may be referred to the Court of Justice at Luxembourg.

### BRITAIN AND THE EEC

Previous articles in this series were published in the following issues of *Trade and Industry*:

Britain's application for EEC membership: progress of the negotiations: May 5.
The Treaty of Rome: an outline of its principal provisions: May 19.
The European Coal, Steel and Atomic Energy Communities: June 2.
The scope and form of Community Law: June 16.
Industrial policy and the Community: June 30.
The EEC and the free movement of labour: August 12.
Common Market transport policy. August 19.
Information and advice on the EEC available from the Department of Trade and Industry: September 2.
Common commercial policy of the EEC: September 9.
Technology and the Community: September 16.

### Block exemptions

The Commission may also grant block exemptions from the ban on restrictive agreements to particular categories of agreement. It took advantage of this power to exempt until 1972 those exclusive dealing agreements it believes are not harmful to the Community's aims.

The Community is considering the possibility of granting block exemptions for agreements on:

Uniform use of standards or types;
research and development;
specialisation;
joint buying or selling; and
certain licensing agreements.

### Prohibited agreements

Markets cannot be insulated from competition along national boundaries. The Commission discourage suppliers from imposing any restriction on their dealers from selling outside their territory or relating to resale prices. The majority of the cases outstanding before the Commission relate to exclusive dealing agreements that do provide for absolute territorial protection, to licensing agreements, or to 'horizontal' cartels governing prices, quotas, etc.

### Permissible agreements

Co-operation among small and medium-sized companies is welcomed if this enables them to work more rationally and increase their productivity and competitiveness in a larger market. Co-operation among large firms can also be economically justifiable and compatible with the Community's competition policy.

In a statement of July 1968 the Commission set out the forms of co-operation which in its opinion do not contravene Article 85 of the Treaty. The statement is designed to help businessmen know which agreements do not need to be notified to the Commission for 'negative clearance'.

The Commission regard as permissible agreements where

(*continued on next page*)

the sole object is one or more of the following:

1. an exchange of opinion or experience; joint market research; the joint carrying out of comparative studies of enterprises or industries;
2. co-operation in accounting; joint provision of credit guarantees; joint debt-collecting associations; joint business-consultancy or tax-consultancy agencies;
3. joint implementation, placing and sharing-out of research and development projects among the participating firms;
4. joint use of production facilities, of storage facilities and of transport equipment;
5. the setting up of working partnerships for the common execution of orders, where the participating firms do not compete with each other over the work to be done, or where each of them by itself is unable to execute the orders;
6. joint selling arrangements; joint after-sales and repair service, provided the participating firms are not competitors over the products or services covered by the agreement;
7. joint advertising;
8. the use of a common label to designate a certain quality, where the label is available to all competitors on the same conditions.

Agreements of 'minor importance' where the total market of the companies concerned is too small to cause any appreciable restraint of competition are not banned under Article 85. In a Communication published in June 1970 the Commission agreed on quantitative criteria—a cartel does not affect trade and competition in a manner incompatible with the Treaty if it covers not more than 5 per cent of the market for the product in question (out of that part of the Common Market affected by the agreement), and if the total turnover of the companies participating in the agreement does not exceed $15 million in the industrial sector or $20 million in the commercial sector. The notice contains explanatory notes to which regard should be had in determining whether or not any agreement is within the permissible limits. This Communication is under discussion in the Community Institutions.

### The UK and Article 85

In the United Kingdom, agreements which restrict competition and to which Part I of the Restrictive Trade Practices Act 1956 applies are subject to registration and judicial examination. They are presumed to be against the public interest unless certain conditions are satisfied and the onus of proving this is placed on the parties to them.

Article 85 is similar in its presumption that collusive restrictions on competition should be forbidden, except in exceptional cases. But it does not apply to purely domestic agreements or those affecting trade between a member state and non-member countries, unless this will perceptibly affect inter-Community trade.

Some classes of restrictive agreement in the UK, such as those relating to services or to the supply of goods by export, are not registrable under Part I of the 1956 Act, but under the monopolies legislation the supply of services or of exports may be referred, under certain circumstances, to the Monopolies Commission for investigation and report. There is no presumption that restrictive agreements which may be investigated by the Monopolies Commission are against the public interest, and the power to refer matters to the Commission and to take remedial action is wholly discretionary.

Although the criteria for exemption are different there is no conflict of principle between Article 85 and the Restrictive Trade Practices Acts. We would be free to retain our own competition law on commercial agreements that affect the domestic market but not inter-state trade, as do Germany, Holland and France at the moment. But we would have to devise a procedure which avoided overlap between the jurisdiction of Community institutions and that of the Restrictive Practices Court.

## II. Monopolies

Under Article 86 of the Rome Treaty, any improper exploitation of a dominant position within the Common Market is prohibited insofar as it affects trade between member states. However, little enforcement action has yet been taken in respect of monopolies.

The Commission made its first implementing decision under Article 86 in June 1971 when the German company, GEMA, which deals with the rights of composers of music was ordered to cease practices which, it was alleged, abused its dominance of the market. The Commission also has under investigation the European activities of an American firm, Continental Can. But the limited number of cases means there is little evidence on which to assess the Community's future approach to the abuse of market dominance.

In the Commission's view co-operation among large firms can be both economically justifiable and compatible with the Community's competition policy. As a general rule, firms in a dominant position need no longer apply to the Commission for negative clearance for the eight types of permissible agreement listed above. Firms which are in doubt whether their agreements are permissible are free to apply for negative clearance.

## III. Mergers

The Treaty of Rome contains no express provisions pro-

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tecting competition by controlling mergers. In a memorandum on concentration, published in December 1965, the Commission concluded that Article 85 is inappropriate for the control of mergers. Under the national law of several member states, agreements restricting competition are controlled, while mergers are not.

So far there have been few mergers between firms from different member states. Most mergers within the Community have been between firms of the same nationality or between a firm in a member state and a firm outside the Community. The Commission is concerned about this trend because mergers between firms from different member states would accelerate the integration of markets. It is working to eliminate obstacles to cross-frontier mergers and has published a draft statute for the creation of a European company. This is intended to reduce the legal barriers to mergers between companies in different Common Market countries. Although the Commission recognises that in a few cases additional mergers between certain firms would endanger competition, it has not yet had occasion to apply Article 86 to a merger.

### The UK and Article 86

United Kingdom membership of the EEC would not call for any modification of our present, or contemplated future legislation concerning monopolies and mergers. The existing powers in the Monopolies and Restrictive Practices (Inquiry and Control) Act 1948 and the Monopolies and Mergers Act 1965 are such as would enable the UK to avoid conflict with the Community.

**The European Communities' rules of competition and the way in which they have evolved through their application by the European Commission show that the EEC's thinking on this subject closely resembles our own. It is to be expected that, after the UK's accession to the Rome and Paris treaties, our considerable experience will enable us to influence the enlarged Communities in the future evolution of competition policies.**

## EEC competition policy: a bibliography

*Treaty setting up the European Economic Community 1967* (translation) HMSO £1.20.

*Cartel policy and the Common Market*, Murray Forsyth, 1962 PEP Broadsheet 464, 50p.

*Concentration or competition: a European dilemma*, D. Swann and D. L. McLachlan, 1967 Chatham House/PEP, 50p.

*Competition policy in the European Community: the rules in theory and practice*, D. L. McLachlan and D. Swann, 1967, OUP, £3.50.

*Report of Conference on restrictive practices, patents, trade marks, and unfair competition in the Common Market*, British Institute of International and Comparative Law, 1962, 75p.

*Competition policy in the Common Market*, H. von der Groeben, 1965, European Communities Press and Information, free.

*Ensuring fair competition in the European Community*, E. M. J. A. Sassen, 1970, European Communities Press and Information, free.

*General Report on the activities of the European Communities*, EEC Commission, 1971, £1.67½.

## Clearance of merger proposals

THE Department of Trade and Industry announce that on the information at present before them it is not their intention to refer to the Monopolies Commission, under the provisions of the Monopolies and Mergers Act 1965, the proposed merger between the following companies:

Hepworth Ceramic Holdings Ltd. and Fordath Ltd.

Reed International Ltd. and Twyfords Holdings Ltd.

# Competing in the EEC would 'ease a British dilemma'

**—Mr. Nicholas Ridley**

JOINING the European Economic Community will set Britain free to pursue a rational and consistent competition policy, Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry, told the British Institute of Management in Gateshead on September 24.

Mr. Ridley was speaking after a tour of the North-East during which he visited the DTI Regional Office in Newcastle and the Sunderland glass works of James A. Jobling and Co. Ltd., and opened the new Kado Ltd. factory on the Teesside Industrial Estate, Thornaby-on-Tees.

Membership of the Community would ease a dilemma which had increasingly bedevilled competition policy in Britain, said Mr. Ridley. Too often, because the UK market had been relatively small for some industries, there was the need to choose between having powerful units which could reap the benefits of economies of scale and the danger of exploitation that always existed with monopoly power. 'To have an effective competition policy, we have to have the right basic ideas, the right approach in taking action and, most important of all, the right institutional set up.

'The real question is always how you should define the market in which you are looking for competition and how you should judge the state of competition in that market. We want to get away from the idea that the market we have to concern ourselves with is always the whole United Kingdom. The reality in some industries may be worldwide competition, like shipbuilding, or in other cases the reality may be an area of the country as small as Tyneside or Newcastle. This is often true in the case of the service trades and retail and wholesale distribution.

### The right criteria

'Nor do we think that the one-third market share which up to now has been the criterion of technical monopoly under the legislation is necessarily right. In seeking out areas of imperfect competition, in some cases a higher figure is appropriate, in other cases a lower figure, perhaps as low as 25 per cent. The real market essentially is the geographical area where alternative supplies are not at fiscal or other disadvantages.

'Once you have the market defined, you have to apply criteria of judging the situation there. We want to get away from a vague public interest criterion. What we are concerned with is not simply dealing with the symptoms of monopoly (though when a monopoly is unavoidable we shall take action needed to safeguard consumers against abuse of it). We want to promote intelligent competition by industry, to promote competitive behaviour as well as competitive structures of industry. We want to do this because we think that competition will throw up ideas and possibilities which would never occur to the monopolist, however intelligent and however benevolent. The tension of competition may seem cold water when you put your toe in it, but when you get in it is wonderfully stimulating. So we shall be sharpening up the criteria by which cases are judged.

'With this as our basic approach, it is logical that we should look round to see if there are sectors of the economy where competition does not now prevail and where there is at present no provision for testing what is done against the criteria of competition policy. There are large areas of the economy in fact where there are restrictions of competition. This is why we shall be bringing the nationalised industries within the field of the Monopolies Commission.

'We shall also be making possible examination by the Monopolies Commission of other areas of state-regulated activity. Finally, up to now while the production of goods has been subject to a close watch under the monopolies legislation and the restrictive practices, the service trades have been in a privileged position. In practice they have only been on rare occasions referred to the Commission and they are not within the scope of the restrictive practices legislation. This is something where we are considering changes.

(*continued on next page*)

### Action taken

'Since we came into office we have made vigorous use of the existing legislation (despite its limitations). We have made more references to the Monopolies Commission than for many years—ropes, tranquillisers, connection charges, price leadership, shoe machinery, cereals; not simply the old type of monopoly reference but references of a new type with much more clearly defined objectives. We have used the mergers legislation where it seemed necessary—though the flow of mergers has been very much less in the last year or so and there have not been many which carried any clear risk of damage to competition. We have also made use of the statutory order making powers to deal with anti-competitive practices (the Order against the estate agents' practices on fees).

### New slant on prices

'I would particularly emphasise the new slant in our approach to price questions. We have made price references (of a type never before made to the Monopolies Commission) on breakfast cereals and tranquillisers; we have referred a price aspect under the first nationalised industry reference (on gas and electricity connection charges); we have set in hand a general enquiry into the practices of price parallelism and price leadership—an area where competition can be distorted. Our aim is to get quick reports on more sharply defined subjects so that the Commission's reports are relevant and deal with matters of current importance.

'We shall keep a close watch on areas where competition is absent or does not seem to be working properly and will not hesitate to investigate prices in resulting situations where profits seem very high or wages and prices excessive. Nor will we hesitate in giving effect to the Commission's reports to make use of whatever powers of action are open to us under the legislation. These are extensive—price control, divestment and others.

'We have also given a good deal of thought to the institutional arrangements which are of key importance. We have looked at what is done elsewhere—the elaborate machinery in the United States of the Department of Justice and the Federal Trade Commission, the comprehensive role of the Bundeskartellamt in Germany and the working of the European Commission itself in promoting competition. We hope to draw on the experience of these bodies in settling the line of our own institutional arrangements.

'There are weaknesses in the present set up. We want to get away from the past situation where use of the Monopolies Commission was intermittent and no solid body of knowledge or principles was built up. We are working out ideas which will be the major feature of the new legislation. In doing this we need to take a broad view. Competition policy is not only the functioning of the Monopolies Commission but also the arrangements for dealing with cartels and other restrictive practices.

'We are looking for a way of creating through changed institutional arrangements a body with expert knowledge of competition, a good acquaintance with the structure of industry and an understanding of the functioning of industry. We want to find a way in which expression can be given to a single competition policy.'

### EEC/EFTA Information Unit at DTI

THE EFTA Information Centre at the Department of Trade and Industry has now been expanded into the EEC/EFTA Information Unit.

**EEC Information:** The Unit is the Department's central inquiry point for general questions and, where necessary, will put inquirers in touch with appropriate specialists in the Department. Inquiries on specific matters, however, should continue to be addressed to the appropriate part of the Department dealing with the particular matter.

**EFTA Information:** The Unit will continue to disseminate information about the European Free Trade Association and to deal with general inquiries and advise on sources of more detailed information on EFTA. Copies of EFTA publications (including the Secretariat's regular EFTA Bulletin) can be obtained free of charge from the Unit.

**The EEC/EFTA Information Unit is at DTI, 1 Victoria Street, London SW1H 0ET. Telephone: 01-222 7877. EEC Inquiries Ext. 3579 or 2479, EFTA Inquiries Ext. 2480 or 2479.**

*The Austrian Minister for Science and Technology, Frau Dr. Firnberg, was visiting the UK last week as a guest of the British Government. During a visit to the Department of Trade and Industry, she was received by the Parliamentary Under-Secretary of State for Aerospace, Mr. David Price.*

## Minister for Trade to visit California

MR. Michael Noble, Minister for Trade, is to visit California from October 6 to 11. He will attend the British Week at San Francisco for three days (October 7 to 9), during which time he will address leaders of the business community, take part in civic functions, and preside over the closing ceremony of the Week.

On October 11, in Los Angeles, Mr. Noble will be the guest speaker at a luncheon co-sponsored by the World Affairs Council, the British-American Chamber of Commerce and the English-Speaking Union, following a press conference staged by the World Affairs Council. Later in the day he will visit the Lockheed plant where the TriStar airliner, powered by the Rolls-Royce RB211 engine, is being produced.

The British Week has been organised by the Department of Trade and Industry in association with the British National Export Council. It will be opened by Princess Alexandra on October 1 and closes on October 9. Some 400 stores will feature special displays of British consumer goods. Other attractions will include the English Opera Group, the London Philharmonic Orchestra, British military bands, the visit of a Royal Navy cruiser, London buses and a contingent of British police officers.

Sir Peter Studd, Lord Mayor of London, will attend the Week on October 8 when he will give a lunch in honour of the Mayor of San Francisco and be entertained to a reciprocal banquet in the evening.

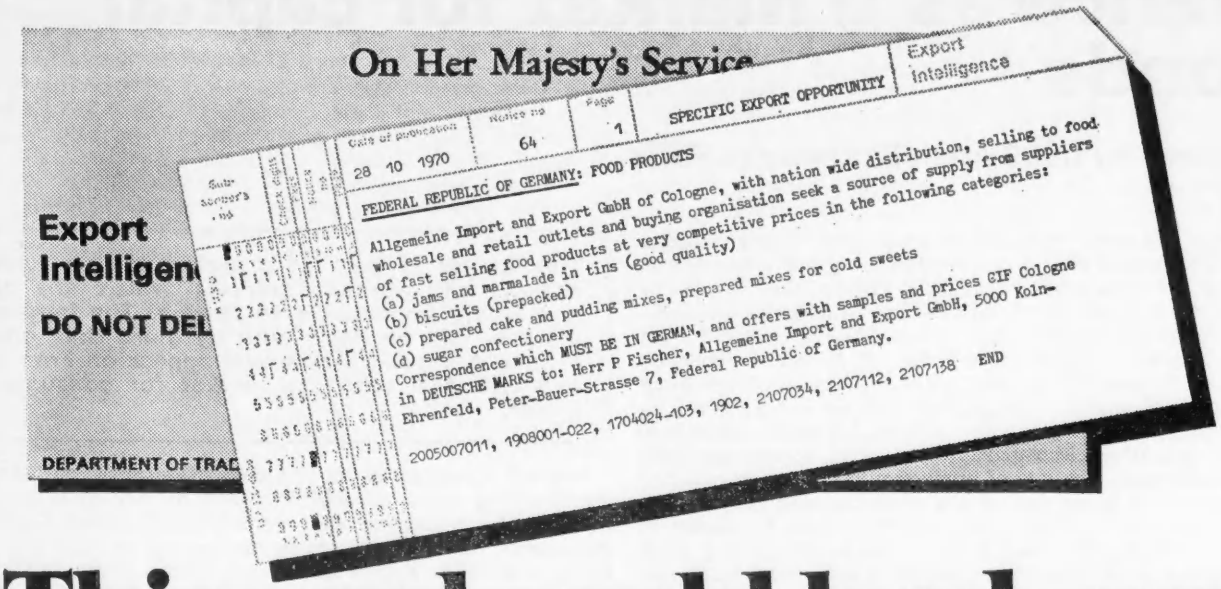
## New chairmen for Electricity Council and CEGB

THE Secretary of State for Trade and Industry, Mr. John Davies, has appointed Mr. Peter Menzies, a deputy chairman of ICI Ltd., to be the next chairman of the Electricity Council and Mr. Arthur Hawkins, a full-time member of the Central Electricity Generating Board, as the next chairman of the CEGB. Mr. Menzies will take up his appointment from April 1, 1972, and Mr. Hawkins from July 1, 1972. Both appointments will be for five years.

Mr. Davies has also appointed Mr. Ronald Richardson, chairman of the North Western Electricity Board, to be deputy chairman of the Electricity Council for five years from January 1, 1972.

## Broadsheet on consumer spending

THE third of the current series of Treasury Broadsheets describing various aspects of Britain's economy in plain terms, is now available. Entitled *Consumer's expenditure*, it explains what is meant by 'consumers' in this context and describes what this expenditure goes on and why changes in its level are important for the national economy. Treasury Broadsheets on Britain are designed for readers without specialised economic knowledge. Copies are available free from Publications Division, Central Office of Information, Hercules Road, London, S.E.1.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# France as a market for capital goods

## Prepared by the British Embassy in Paris

MONSIEUR POMPIDOU has said that the most urgent objective today is to make France a great industrial country. The French economy is moving strongly forward in this direction. A series of five-year plans have laid the basis for steady industrialisation and modernisation. Gross domestic product, rising at around 5.3 per cent pa, has now outstripped that of the UK. Industrial production in 1969 contributed 37.9 per cent of the gdp. It is at present rising at more than 6 per cent pa and is planned to rise by 7.5 per cent pa under the current five-year plan (1971-5). The main emphasis is on infrastructure—telecommunications, road construction and port development. The rate of productive investment in industry, at present about 16 per cent of gdp, should increase to more than 17 per cent by 1975. In monetary terms this means investment of some Frs 120,000 million in 1971 (or about £9,000 million) rising by 6 per cent pa at current prices. About 30 per cent of this investment is devoted to manufacturing and construction.

French industry has been traditionally regarded as inward looking and protectionist. This is no longer the case. Under pressure from the Common Market and their own investment plans French manufacturers are looking for supplies as well as markets outside France. They want machinery that embodies innovation and is backed by an effective after sales service and an adequate supply of spare parts.

Community preference plays an important part in influencing sources of supply, especially where governmental contracts are concerned, but it is by no means exclusive. The Ministry of Education for example has authorised the purchase of British machine tools for technical colleges. The French electricity authority is using British safety valves on power generators. French railways use British speed variators, electric hoists and fork lift trucks. Nevertheless the British share of French capital good imports remains small. In recent years the British share of all French imports has averaged about 5 per cent, compared with 22 per cent for West Germany, over 10 per cent for Belgium/Luxembourg and some 9 per cent for the USA. The British performance is capable of much improvement, especially if and when Britain enters the EEC and obtains the benefit of tariff reductions, Community preference and the removal of many non-tariff barriers which do not obstruct the entry of goods from Community countries.

**This article is part of a series dealing with aspects of overseas markets which are of continuing importance to Britain. The largest markets will be dealt with by more than one article. A second article will appear on France and will deal with the market for consumer goods.**

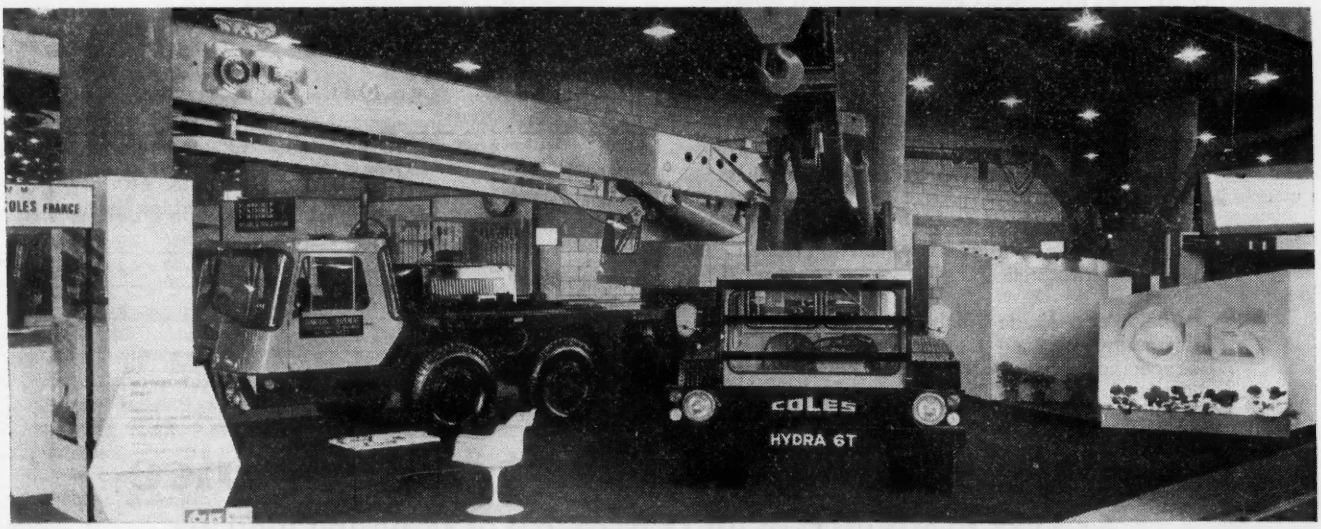
Sales of capital goods are geared to the state of the industry concerned. A series of market reports on particular sectors, ranging from packaging and bottling machinery to scientific instruments, has been prepared by the Embassy in Paris over the last 3½ years. These reports are available to all who wish to investigate the market further. The main growth sectors for the immediate future are discussed in the following paragraphs.

### Engineering

This covers a wide field. One of the most important items is machine tools. Imports of capital goods, machine tools included, have grown during the first five months of 1971 by 13 per cent as compared to the same period in 1970. British grinding, milling and gear cutting machines and lathes are already doing well, helped by the lengthening delivery delays of our competitors. Interest in numerical control is increasing and should be exploited, though there is strong local competition.

Welding equipment has been somewhat neglected by the exporter, although British friction welding machinery has had considerable success in the automobile industry. There is very little local manufacture of ultra-sonic machines, and there should be an opening for foreign suppliers here.

Other promising possibilities are for stone-cutting machinery (for which there is virtually no competition); aluminium plate cutting installations (one has recently been supplied to the leading French aluminium producer); transmission equipment, including flexible couplings and speed reducers; paper-making machinery, for which an order worth £800,000 was recently placed in Britain; forged and cast steel industrial valves; solenoid valves for fluid control; pollution equipment for both water and air, which is




*A Coles Hydra 6T diesel-hydraulic telescopic boom crane alongside a Coles 300T 30-ton truck-mounted telescopic boom crane at the Salon de la Manutention, one of the major plant exhibitions held in Paris. A recent DTI report on mechanical handling exports stated that one of the 'more spectacular' British successes in this field has been in telescopic cranes which have increased their exports 12-fold over the past eight years.*

engaging the active attention of the new French Ministry of the Environment; and commercial vehicles of more than six tons, of which 51,000 will be needed each year over the next five years.

### Electronic and electrical

The opportunities lie in components. The French electrical industry is powerful and a large exporter. Items such as turbine blades and porcelain insulators have, however, been sought from the UK. The French Electricity Authority recently placed an order in the UK for safety valves for power generators.

In electronic components, integrated circuits will in 1972 represent about 50 per cent of the total French market and by 1985 about 90 per cent. Imports (including those from Britain) of some goods in this field are at present restricted, but the restrictions will not apply to us when we join the Community. The semi-conductor market is at present difficult, due to low prices and world overproduction. French emphasis is on micro-electronics and, in the passive sphere, potentiometers, condensers, printed circuits, etc. A growth of 20 per cent pa over the next five years is forecast for circular and rectangular connectors for printed circuits. Components for television and radio, eg relays, including miniature relays, are in demand. At the moment there are 12½ million TV sets in France and an increase is expected in 1971, especially for colour TV, for which sales this year should attain 350,000 and 900,000 in 1975.

Likely future possibilities are cassettes, including incremental equipment; complex components; measuring equipment specially designed for the control and testing of components, sub-assemblies and assemblies; and semi-conductor memories.

### Food processing

This is an industry where over the last few years the most spectacular reorganisation has taken place. Already the number of firms which existed in 1968 (6,000) has been halved and the process is by no means finished. In particular an impetus has been given to all milk processing activities. A wide range of equipment is required, involving automatic and continuous initial preparation, mixers, churning equipment, moisture injection, packaging and refrigerated equipment.

The demand for frozen foods has risen sharply over the last two years. Consumption is running at the moment at about 1 kilo per head and expected to rise to 6 kilos in 1975. The development of this industry to handle France's own produce will call not only for refrigerating but also handling equipment, including continuous and static freezing systems and units cooled by liquid nitrogen.

Other sectors of interest are biscuit production, where a steady demand exists for ovens, mixing and handling equipment; and chocolate and confectionery, where consumption is estimated to be rising annually by 5-7 per cent. The preference here is for rich varieties containing preserved fruit, liqueurs, etc, rather than tabletted chocolate, of which consumption is tending to decrease.

Miscellaneous equipment which the French look for continuously is that for pasteurising preserved meat products and mixing meat pastes. Weighing, labelling, wrapping and packaging machinery is needed constantly in this industry as in many others.

### Public works

Projects for road building envisage the entry into service of 250 miles of motorways a year from 1974. This will necessitate the use of tracked and mechanical shovels, bulldozers and wheeled excavators. British asphalting machines are already appreciated. British telescopic cranes have also had considerable success.

There is an important housing programme in France, including the construction of new towns, which is linked to both the industrialisation programme and plans for regional development. A number of British firms are already active in this sector. Tendencies are towards the development of hydraulic applications and automation, particularly for control of concrete production and coating products. Remote control is increasingly applied to earth moving and digging machinery and cranes. A start is also being made on laser application to road making equipment in order to economise on labour and achieve greater precision.

Refuse disposal is a problem here as elsewhere and a good deal of experimentation is going on. Incineration is widespread, but compacting equipment is being considered, the two desiderata being the absence of pollution and the production of compost.

*(continued on next page)*

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## FRANCE AS A MARKET FOR CAPITAL GOODS

*continued*

Britain has already supplied, against French and other competition, pulverising and composting plant to the town of Montville, and has received repeat orders from the national organisation for waste treatment. Two British sludge concentrators are also in use in the Paris area.

### Chemicals and plastics

Amongst the top 29 chemical producers in the world, nine are French (although most lie well below the leaders) and the industry ranks second in France after engineering. The largest expansion (15 per cent in 1970) is in organic chemicals, whereas mineral chemicals show a growth of 2 per cent only, and paints and varnishes just over 6 per cent. International competition has enforced regrouping, typified by the dominant position which Rhône-Poulenc has now acquired in all the major manufacturing interests and the alliance between CFP and Elf-Erap in the petrochemicals field. Increased efficiency and higher production are two of the aims of such reorganisation. There are good outlets here for mixers, autoclaves, rapid drying equipment and special pumps, especially those for dealing with noxious liquids and abrasive sediment. The market overall for pumps is of the order of £36 million, but considerable competition exists from 60 local firms, of whom 10 have about 40 per cent of the market. This industry is also a considerable user of all types of testing instruments and is still insufficiently informed about British instruments.

The French plastics industry is important and developing. Reinforced plastics are being widely used in agriculture, especially for buildings where the present requirement of some 10 million square metres pa will probably double in two to three years. Plastic furniture, using polystyrene and injection moulding and thermo-forming processes, though still making its debut (CDF Chimie and Mobilier de France are the two leaders) with sales amounting to about £½ million pa, will doubtless make inroads on the more conventional forms. More plastics are being used for sheathing and piping, both for building and irrigation and also for the carrying of electrical cables, etc. The shipbuilding and aerospatial industries are also large consumers.

About 70 per cent of the present demand for plastics machinery is met by imports. An important sector is that of injection moulding machines, and in particular presses for the production of very large parts, where competition is strong from Germany, Italy and Japan.

### Mechanical handling and packaging

The trend is towards pneumatics, mainly in bulk handling but also in other fields, for example for the transport of Post Office sacks where a pilot installation has been set up. But hydraulics are still used for transport over long distances, as are belting and mechanical conveyors. Factories remain faithful to continuous equipment. Electric fork lift trucks are gaining ground, carrying loads up to 3½ tons, whilst thermic trucks are now being produced capable of speeds up to 30 mph. Air cushion techniques are being developed. The growth rate overall is about 13 per cent pa, but local competition is powerful. The French claim that their mechanical handling equipment industry ranks fourth in the world.

In packaging British equipment is doing well here and is generally admitted to be well advanced. Demand is more and more for specialised machinery adapted to individual industries.

*A Lancer 3500 series truck with hydraulically operated top-lift attachment in use in the docks at Le Havre. This model is designed to handle 20, 30 and 40-ft. ISO containers.*

### Shipbuilding

The French are keeping pace with most other leading shipbuilding countries and have at present full order books, including vessels for Britain. As well as steel plates, British equipment is already being supplied including stabilisers, radar equipment, machine tools, cranes, instruments and heat exchangers. One development is that of semi-rapid diesels in place of slow motors, especially for vessels of 2,000 tons deadweight. The French Navy is a major user of gas turbine propulsion, gearing and propellor systems.

### Heat and surface treatment

There is considerable interest in electrothermic applications which showed a growth in use of about 6 per cent between 1961-6. This includes high, medium and low frequency induction furnaces, eg for heating billets, annealing of welded piping, etc. The largest installed in France appears to be a continuous type of 56 tons. The use of arc furnaces—responsible for 50 per cent of electrothermic consumption—is developing more slowly in the French steel industry than in the US and UK, partly because the industry has yet to be convinced that quality and economy balance the cost of electric power. Constant research for higher quality ensures a future for all techniques related to magnetic and electric steels. In spite of the slow progress to date, it is estimated that in 10 years a quarter or a third of all the steel produced will have been processed by arc furnaces.

Surface treatment of metals requires automated equipment of many types, particularly in trimming and bulk finishing operations. New products are also being employed such as abrasives linking ceramics to plastics, polishing materials and tools, etc. The growing presence of British exhibitors at the International Surface Treatment Exhibition in Paris is a welcome sign of the interest being shown.

### Woodworking

There is considerable scope for supplying the timber and furniture industries, especially in heavier machines such as large flying band saws and high capacity delineators from 45-65 hp. Furniture manufacturers are increasingly using integrated series of equipment for machining, which calls for transfer equipment between machines and all the necessary handling facilities. Automation is particularly applicable to machines for cutting up timber of identical lengths in large quantities and to automatic finishing and tennoning machines. Rigid frames are stipulated for machines with fragile mechanisms. A development committee, with powers for financing, has recently been created for the furniture industry in order to regroup it and aid its growth.

The growing production of panels with integrated surfacing will call for machines adapted for this purpose, as also those for

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reconstituting materials to form an homogeneous wood. Other related equipment with a future comprises that for treating and applying chemical products resembling or associated with wood, such as hot melts, rapid polymerisation, varnishes, etc.

A large part of the industry is still artisan, using traditional machines, but there is considerable scope in the larger firms who are often unaware of what British industry can offer. A more vigorous visiting campaign by British manufacturers and their agents would help to remedy this.

### Agriculture

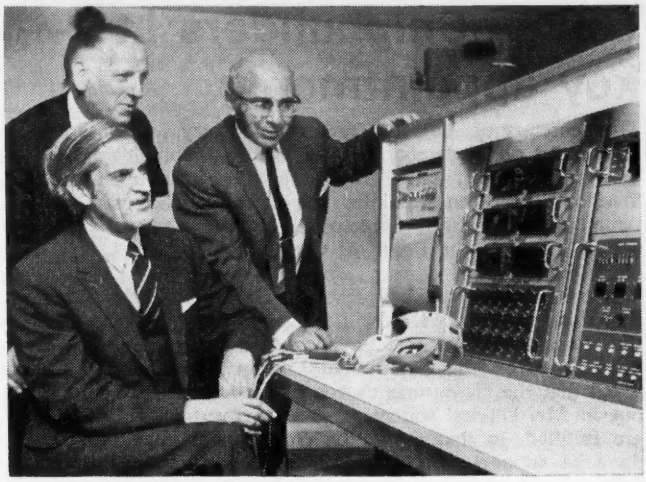
The market for standard equipment is currently saturated, but dairy farming is holding its own and investing, especially in the Manche area where milk is king. The drift from the land occurs here too and farms are obliged to mechanise. British successes in this field have included metric dairy systems for housing, feeding and milking, with integrated automatic chain and flight conveyor systems. To match the increasing size of farms, crop farmers are asking for larger tractors of 100 hp capacity, with four wheel drive and synchromesh gearbox.

### Consulting engineers

These organisations, called Bureaux d'Etudes, would repay cultivation by British firms. There are some 130 in France, employing in all 17,000 persons. The larger firms maintain buying departments—one has a staff of 70—and they rely a good deal on contacts with manufacturers and, most important, a steady supply of literature. The Bureaux d'Etudes are objective in their specifications—even including those specifications written by Bureaux in which there is French government participation. These latter are known as the SOFRE organisations (Société Française d'Etudes) and include SOFREMINES (mining), SOFRELEC (electrical), SOFREGAZ (gas), etc. SOFRESID (iron and steel) on the other hand is independent and financed from private capital. British manufacturers of equipment for the metallurgical industries can attest to the assistance they have had from SOFRESID and orders received for projects on which they have been engaged.

**To sum up briefly. French industrial development offers considerable scope for British capital goods particularly for the most up-to-date and sophisticated equipment. But the instinct of a French manufacturer, who wants a particular machine which he cannot buy on acceptable terms in his own country is still in most cases to turn first and foremost to W. Germany, France's major supplier of machinery. More recently, this reaction has been tempered by movements in exchange rates and German production costs, reflected in prices. If we can hold our own prices steady in anticipation of the phasing-out of tariffs, if we can quote and maintain competitive deliveries and guarantee effective after-sales service, we shall find the French receptive to our offers. But we shall not be able to rest on our membership of the Common Market club. Business will only come from a determined sales drive, exploiting to the full the advantages of club membership.**

*Over 170 medical representatives from Laboratoires Glaxo (the French subsidiary company of Glaxo Group) recently attended the Company's 10th Annual Conference held in England for the first time. Picture shows Dr. G. B. Shirlaw (managing director of Glaxo France) replying to the Mayor of Eastbourne's speech of welcome at the opening session.*



*Seen here in the Tracked Hovercraft Ltd. test facility control room during an official visit to the site at Earith, Hunts, recently, are M. Jean Fournier, Agent General for Quebec, in London (seated); Mr. Frank Turner, Senior Economic and Industrial Counsellor, Province of Quebec, London (centre); and Mr. G. L. E. Spier, commercial manager, Tracked Hovercraft Ltd. (right).*

## New EFTA report on industrial mobility

MOST countries face problems of regional imbalance and seek to tackle them by influencing industry to choose one area for new developments rather than another. A report just published by the European Free Trade Association (EFTA) analyses the experience of the EFTA countries in encouraging industrial mobility and draws some general conclusions about the relative advantages and disadvantages of the various methods used in these widely differing countries.

The report, the fourth in the series *Regional Policy in EFTA*, proudced by the EFTA Economic Development Committee, was prepared by a working party under the Chairmanship of Mr. John Warne, an Assistant Secretary in the Department of Trade and Industry. Its members included experts in regional development policy from all the EFTA countries (except Iceland, which became a member of EFTA only well after the group had begun the study.

The working party noted that current regional policy and expenditure in most of the EFTA countries is very different from the position in 1964/65, when the first report was produced. Not only is the scope and scale of policy almost everywhere greater, but more attention is being paid to assessing the effectiveness of policy. Nor does it seem likely that the need for industrial mobility will become less in the future. In many EFTA countries major structural changes have still to come, and pressures on the resources of certain populous and buoyant areas, such as Oslo, Copenhagen or South East England, will continue.

Industrial mobility must depend on an adequate supply of suitable new projects. In this context, the working party stressed the over-riding importance of the healthy growth of the national economy. In an expanding economy there is more expansion of locally based industry as well as more projects which can be attracted into areas in need of new employment.

The working party considered that for a variety of reasons many countries might find that the supply of mobile industry over the coming years is insufficient to satisfy regional industrial development objectives. Increasing attention might therefore have to be given to promoting the movement of service employment. In many cases it must be recognised that industrial mobility alone cannot resolve regional problems, and that increased migration within and between regions of a country might in some cases be unavoidable.

The report is published in English only and is available, free, from the EEC/EFTA Information Unit, Department of Trade and Industry, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877, ext 2480/2479).

# Govan Shipbuilders Ltd.—key appointments

THE Secretary of State for Trade and Industry, Mr. John Davies, announced on September 22 that Govan Shipbuilders Ltd. has been set up by Mr. Hugh Stenhouse with certain associates. Mr. Stenhouse has been appointed non-executive Chairman and Mr. Archibald Gilchrist a Director and Chief Executive. Further appointments to the Board of Govan Shipbuilders Ltd. will be announced shortly.

It has been agreed between Mr. Davies and Mr. Stenhouse that this company, which will not trade for the present, will be the vehicle for Government support of a new shipbuilding enterprise based on the Govan and Linthouse sites of UCS—provided that the Government's conditions for such support, as set out in Mr. Davies' statement to Parliament on July 29, 1971, are fulfilled. In that event, the Government intend to provide financial support to Govan Shipbuilders Ltd. which together with private capital to be subscribed will enable that company to acquire in due course from the liquidator the Govan and Linthouse yards and related assets.

Meanwhile Mr. Stenhouse and Mr. Gilchrist will be having detailed discussions with the present management and staff, with the trade unions, with shipowners and suppliers and with the liquidator. Mr. Kenneth Douglas, Managing Director of UCS Ltd., has agreed to assist in every possible way with the planning of the future operations of Govan Shipbuilders Ltd.

The first task of the board of the new company will be to advise Mr. Davies on the prospects of a viable shipbuilding enterprise based on Govan Shipbuilders Ltd. with particular reference to future orders, and agreements with the unions on working practices and wages. During the period of these discussions and preparations, Mr. Gilchrist will be seconded to Govan Shipbuilders Ltd. by Brown Bros & Co. Ltd., Edinburgh, of which he is at present Managing Director.

## Government actively engaged

Since his statement to Parliament on July 29, the Government has been actively engaged in discussions with all concerned, in order to pursue its objective of establishing whether the conditions can be created for the re-establishment of a viable merchant shipbuilding enterprise on the Upper Clyde, Mr. Davies told the House on September 23.

'My colleagues and I have had discussions with the Trade Unions, with shop stewards, with shipowners, with the liquidator and the present management, with suppliers, with prospective purchasers of parts of UCS and with many other interests.

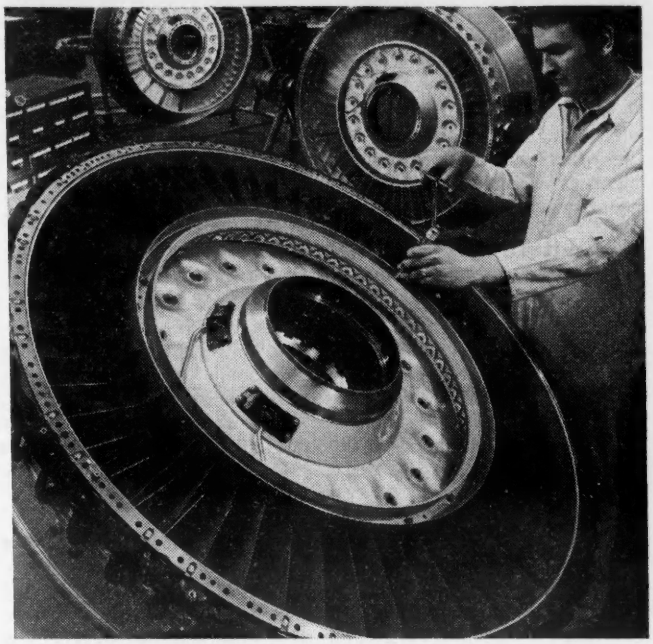
'Nothing has arisen to alter the Government's belief that the proposals of the Advisory Group offer the best prospect of an enduring and viable shipbuilding undertaking and it is these proposals—based on the Govan and Linthouse yards—which the Government are wholeheartedly seeking to implement. The Government would welcome it if private interests came forward to take over the Clydebank and Scotstoun yards; indeed several concerns have expressed interest. If there were any viable proposals for providing employment in these yards that is, in Clydebank and Scotstoun, they would be eligible for the full range of assistance under the Local Employment Acts.

'A significant step forward was taken this week, with the formation by private interests of Govan Shipbuilders Ltd., whose chairman is Mr. Hugh Stenhouse and managing director Mr. Archibald Gilchrist. Mr. Kenneth Douglas, the managing director of UCS, has undertaken to give every possible assistance to the planning of the future operations of the new company. The Government have agreed that this company will be the vehicle for special Government support for the new enterprise which we hope to see created at Govan and Linthouse.

'This means that an entity now exists, with the key nucleus of management, which can enter into meaningful discussions with representatives of labour, with current and prospective customers, and with the liquidator, in order to establish whether the Government's conditions for support of this enterprise can be met. The most critical one now is the collaboration of the representatives of the workers. Mr. Stenhouse and Mr. Gilchrist are ready to start discussions with them immediately; the reaction of the men yesterday was not helpful, and in my view not in their best interests.

'I must reiterate that Government support will only be forthcoming if acceptable agreements can be reached with the unions about working practices and wage rates. Without this, there can be no prospect that the new company would be viable. It is in the interests of all concerned that discussions between the unions and the management of Govan Shipbuilders Ltd. should start as soon as possible and be quickly brought to a successful conclusion. Continued uncertainty can only prejudice the future of the company.

'The Government is prepared to do all in its power to assist the re-establishment of merchant shipbuilding on the Upper Clyde. But there must be co-operation from the workers if this is to be achieved.'



*Production of RB211 engines is building up rapidly. Already over 85 per cent of the parts have been made for the first batch of 14 RB211's for airline customers. These engines will enter airline service from April next year. The 14 engines are scheduled for delivery to Lockheed in February and March and will be installed in TriStar airliners to be delivered to Eastern Air Lines and Trans World Airlines. Deliveries are now being made of a batch of 18 engines for TriStars in the certification flight programme. Looking further ahead, work is well advanced on the 36 RB211's planned for despatch to Lockheed between April and June 1972.*

### Background note

On July 29, Mr. Davies told the House that the principal findings of the Advisory Group were that Upper Clyde Shipbuilders Limited, as organised in 1967, was doomed from the start as a result of the faulty concept of structure, the burden of eventual loss and the inadequate management with which it was provided.

The Group therefore concluded 'that any continuation of Upper Clyde Shipbuilders in its present form would be wholly unjustified'. The Group also stated that the present order book was dangerously thin for UCS in its present size, particularly in view of the low level of orders coming into the industry. They added that if the order book was concentrated at the Govan and Linthouse sites, if production was standardised, if the management was radically reformed and if much more productive and realistic working agreements were negotiated with the men employed there, it should be possible to form a new company which would retain a viable shipbuilding capability on the Upper Clyde with prospects of some eventual expansion.

In accepting the conclusions Mr. Davies emphasised the need for first class management and for satisfactory undertakings by the unions in relation to working practices and wage rates. He said that if the Group's conditions were met the Government believed that private capital should be forthcoming, particularly from Scottish sources, and the Government would be ready to provide some of the initial capital.

## Visits to UK by British Overseas Commercial Representatives

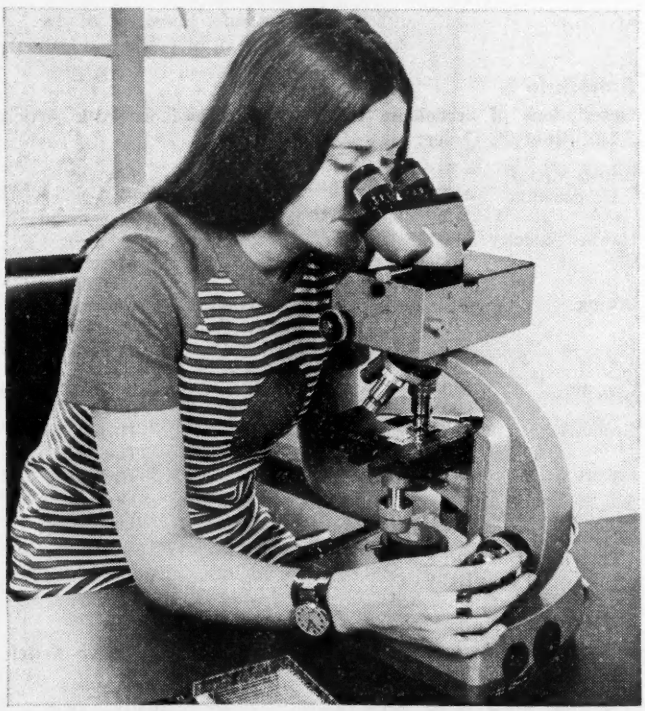
THE following Commercial Diplomatic Officers are expected to be in this country shortly, when they will be available for discussion.

AUSTRALIA: Mr. H. A. Boyd, Second Secretary (Commercial), in Sydney since September, 1969. Available in UK November/December.

UNITED STATES: Mr. G. W. Jewkes, Consul (Commercial) in Chicago since December, 1969. Available in UK December/January.

British firms and organisations, other than those in the areas covered by the Department of Trade and Industry offices for the Eastern Region and the London and South Eastern Region, who wish to meet any of these officers to discuss specific export problems are asked to write for an appointment to the appropriate Department of Trade and Industry Regional Director (Exports) stating the nature of the problem and commodities involved. (The Department's Regional Offices together with the areas covered and the appropriate office for Northern Ireland were listed on page 445 of *Trade and Industry* of March 3, 1971). Those firms and organisations in the London-based Regions mentioned above (together with those in other Regions who would prefer, or who would be prepared if necessary, to meet the officer for an interview in London) should write to Tours Section, Department of Trade and Industry, Room G60, Export House, 50 Ludgate Hill, London EC4M 7HU.

Because visiting officers often have only limited time at their disposal it may not always be possible to arrange an interview. Where it is not possible, firms are reminded that the Export Services Division of the Department of Trade and Industry, Export House, 50 Ludgate Hill, London EC4M 7HU, who are in close touch with all overseas representatives can very often supply advice, or the information that applicants hoped to obtain at the interview. Outside London the Regional Offices of the Department of Trade and Industry or, in Northern Ireland, the Ministry of Commerce, Belfast, can also supply this help.



*An image-splitting module capable of high precision micro-measurements developed by Vickers Ltd., Vickers Instruments, York, has won a top American industrial award. The Museum of Science and Industry, Chicago, the American Industrial Research Inc., confirmed that the company's new instrument was one of only seven foreign entries to win an Industrial Research New Product Award for 1971. The 100 most significant new technical products of the year as selected by a panel of leading American scientists and engineers, are chosen on the basis of their technical importance, uniqueness and usefulness.*

## Applications for temporary exemption from import duty

THE Department of Trade and Industry are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Brunswick House, 2 Central Buildings, Matthew Parker Street, London SW1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by October 14.

| Tariff heading | Proposed definition for tariff purposes | Applied for as | Exemption required until | Reference |
|---|---|---|---|---|
| 29.03 | 4-Nitro-*m*-xylene | 4 Nitro meta xylene | December 31, 1971 | 12149 |
| 29.10 | 2,2-Dimethoxypropane | as in previous column | December 31 1971 | 13694 |
| 29.22 | 3,3'-Dichlorobenzidine | 3:3 dichlorbenzidine base | December 31 1971 | 13693 |
| 29.31 | Tridecane-1-thiol, mixed isomers | Mixed primary tridecyl mercaptans | December 31, 1971 | 13645 |
| 29.35 | 2,4-Dichloro-α-5-pyrimidylbenzhydrol | α-(2,4-dichlorophenyl)-α-phenyl-5-pyrimidinemethanol | December 31, 1971 | 13690 |
| 29.44 | Thiostrepton | as in previous column | December 31, 1971 | 11397 |

*NOTE: AMENDED DEFINITION*

Interested parties will wish to know that the definition for spun silk yarns (50.05) has been amended to the following:

Yarn spun from silk waste other than noil, not dyed and not put up for retail sale

## Applications for reimposition of import duty

The Department of Trade and Industry, Tariff Division, have received applications for the reimposition of import duty from January 1, 1972, on the following items, which are at present temporarily exempt from duty:

| Tariff heading | Description | Reference |
|---|---|---|
| 29.25 | 4-Chlorobut-2-ynyl 3-chlorophenylcarbamate | TIP 344 |
| 29.30 | Di*iso*cyanatotoluene, mixed isomers, containing not more than 70 per cent by weight of 2,4-di*iso*cyanatotoluene | 11257 |
| 29.35 | 3-Amino-1,2,4-triazole | 1776 |
| | Cyanuric Acid | 6624 |
| | Dichloro-1,3,5-triazinetrione | TIP 5508 |
| | Dichloro-1,3,5-triazinetrione, sodium derivative | T687 |
| | Dichloro-1,3,5-triazinetrione, potassium derivative | TIP 1552 |
| | 1,6-Hexanolactam (Caprolactam) | 11411 |
| | 1,6-Hexanolactone | 6964 |

Representations should be addressed to Tariff Division, Department of Trade and Industry, Brunswick House, 2 Central Buildings, Matthew Parker Street, London SW1 giving the respective reference shown above. Representations should be received by October 14.

## Hints to business men

DTI's *Hints to Business Men* booklets cover over 100 countries individually, and provide invaluable information on such subjects as industries, economic factors, the nature and extent of imports and exports, population, travel, hotels, climate, currency and public holidays. Copies are available free to British businessmen visiting any country on export business. Apply to: Export Services Division, Department of Trade and Industry, Export House, 50 Ludgate Hill, London EC4M 7HU. Tel. 01-248 5757 ext 7146.

# Commonwealth Ministers discuss world economic crisis

THE 1971 Commonwealth Finance Ministers' Conference began in the Bahamas on September 23 with discussion on the current world monetary and economic situation. The discussion covered the monetary, commercial and developmental implications following from President Nixon's announcement of August 15, and took particular account of the results of the deliberations of the Group of Ten and the discussions in GATT.

The debate was opened by the Chancellor of the exchequer, Mr. Anthony Barber, who gave delegates a first-hand account of the Group of Ten meeting in London. The conference, held in Nassau, was formally opened by the Prime Minister of the Bahamas, Mr. Lynden O. Pindling, who described the meeting as likely to be 'the most important since Bretton Woods.' He said that after the next General Election, but not later than 1973, the Bahama Islands would seek independence, the Bahamas would seek involvement in international expansion of Commonwealth ties and a new emphasis on the relationship between the Bahamas and other members of the Commonwealth.

Introducing the Prime Minister, the Commonwealth Secretary-General, Mr. Arnold Smith, said the meeting demonstrated the special character and advantages of the Commonwealth Association, bringing together a wide cross-section of countries with different backgrounds and at different stages of economic development. He went on to say: 'The present imbalance in payments and trading arrangements among major industrialised countries or groups of countries has placed in jeopardy the entire framework of international co-operation which has been built up since 1945. It is essential, if mankind is to have a tolerable future, that in the search for solutions of these problems, the interests and the voices of developing countries should be fully heeded. In the recent confrontations—and I think that is not too strong a word—between major trading countries it has appeared at times that little account might be taken of the so-called 'third world', which makes up the vast majority of our planet's population. They have not contributed to the imbalance between Europe, North America, and Japan but their export markets, and the prospects of development assistance, have already been jeopardised.

'This meeting will provide an effective opportunity—otherwise all too rare—for developing countries to discuss their particular problems in a forum that also contains some major trading countries. The bridge which the Commonwealth establishes between the different regions of the world is, I believe, of increasing significance. There is an indication in some quarters of a trend towards isolationist policies and this, I firmly believe, is a most dangerous trend. The Commonwealth, with members from all parts of the world, can play a real part in countering continental and regional isolationism.'

On his election as Chairman of the finance ministers' meeting, the Chancellor of the Exchequer said: 'Every year I think these Commonwealth meetings of finance ministers have proved their usefulness. Certainly this is so for Britain, and I hope for all of you. And it has rightly been said that this year, with recent developments, our meeting has a special importance'. The two-day ministerial meeting ended in Nassau on Friday, September 24.

## Industry Minister for Milan

SIR John Eden, Minister for Industry, is to visit the 12th European Machine Tool Exhibition at Milan on October 4, where nearly 50 British firms are taking part in a presentation organised jointly by the Department of Trade and Industry and the Machine Tool Trades Association. A comprehensive range of products from the British machine tool industry will be on show in this display occupying an area of 33614 sq. ft. Sir John arrives in Milan on the evening of October 3 and returns to London on October 4.

From 1967-70 total exports of British machine tools doubled—and to the EEC trebled. Machine tool exports to Italy increased from £1.5 million in 1967 to £4.1 million in 1970.

AVIATION and SHIPPING

# Civil Aviation Acts 1949 and 1968
# The Air Navigation (Noise Certification) Order 1970

## Exemption

THE Secretary of State for Trade and Industry, in exercise of his powers under Articles 3(1)(d)(ii) and 16 of the Air Navigation (Noise Certification) Order 1970(a) (hereinafter referred to as 'the Order'), and of all other powers enabling him in that behalf, hereby exempts from the application of the Order—

(1) The descriptions of aeroplanes specified in Schedule 1 hereto, as being descriptions of aeroplanes each of which is, in his opinion, of the same type as an aeroplane in respect of which the authorities of the State of manufacture received an application for a certificate of airworthiness before January 1, 1969 and did not revoke that application; and
(2) The description of aeroplanes specified in Schedule 2 hereto.
(3) This exemption supersedes the exemption published in *Trade and Industry* on November 11, 1970, and in Aeronautical Information Circular No. 104/1970 on December 14, 1970.

16 September, 1971

James E. Barnes,
An Under Secretary of the
Department of Trade and Industry

### Schedule 1

**Descriptions of aeroplanes exempted in accordance with Article 3(1)(d)(ii) of the Order:**

| | | | |
|---|---|---|---|
| British Aircraft Corporation | VC-10 | North American | NA-265 (Saberliner) |
| | 1-11 | Dassault | Mystere 20/ Falcon |
| Hawker Siddeley | HS-125 | | Mystere 10 |
| | Trident | | Mercure |
| | Comet | Sud Aviation | Caravelle |
| Boeing | 707 | Piaggio-Douglas | PD-808 |
| | 720 | Fokker | F28-Fellowship |
| | 727 | Messerschmitt-Bolkow-Blohm | HFB 320 Hansa |
| | 737 | Illyushin | IL-62 |
| Convair | 880 | Tupolev | Tu-104 |
| | 990 | | Tu-124 |
| Grumman | G-1159 (Gulfstream II) | | Tu-134 |
| Learjet | 24 | | Tu-154 |
| | 25 | Yakovlev | Yak-40 |
| Lockheed | 1329 (Jetstar) | | |
| McDonnell Douglas | DC-8 | | |
| | DC-9 | | |

### Schedule 2

**Description of aeroplanes exempted otherwise than under Article 3(1)(d)(ii) of the Order:**

Boeing 747s in respect of which a certificate of airworthiness was first issued before March 1, 1972.

#### Note

This exemption replaces that which was published in *Trade and Industry* on November 11, 1970. The only differences of substance are the removal of the Antonov AN-12 from Schedule 1 (this is a turbo-prop aircraft included in the original Schedule in error) and the insertion of the word 'first' in the last line of Schedule 2.

(*continued on next page*)

## German statement on BAC 1-11 accident near Hamburg

THE Chief Inspector of Accidents of the Federal Office of Civil Aeronautics in Germany, Captain Max Brandenburg, on September 24, issued the following statement on the initial investigation of the crash of the BAC 1-11 owned by Pan International near Hamburg on September 6.

'The initial investigation of the above mentioned accident has revealed so far the following result:

1. A partial strip examination of both engines revealed evidence of severe overheat and metal-burning in the burners, combustion-chambers and turbines.
2. The damage observed in both engines resulted in a severe loss of thrust which was of critical effect on the performance of the aircraft.
3. The degree of damage observed on the burners and combustion-chambers and an analysis of samples taken from water-feed lines of the water-injection-system indicate that kerosene instead of water has been fed into the engines' water-injection-system. The purpose of water-injection is to assure necessary cooling of the engines during boosted take-off thrust.
4. For the intended "wet take-off" from Hamburg the aircraft carried containers from Dusseldorf which were not labelled and were partially filled with kerosene instead of water. These contents were transferred into the systems-water-tank prior to departure from Hamburg.
5. As an immediate measure to prevent the recurrence of a similar accident it is recommended that containers used to store demineralised water for water-injection-systems of turbo-jet engines are labelled properly to indicate their contents—as is done with other liquids —as follows:

ACHTUNG
NUR FUER ENTMINERALISIERTES WASSER

ATTENTION
FOR DEMINERALISED WATER ONLY

The filler-caps of all water-injection-systems are to be checked for distinguishing markings.

'The conclusion as to how far the above investigation results and other facts still to be examined in continuation of the investigation were the cause of this accident, will remain a matter of final inquiry ordered by the Federal Minister of Transport to be executed through an Inquiry Commission.'

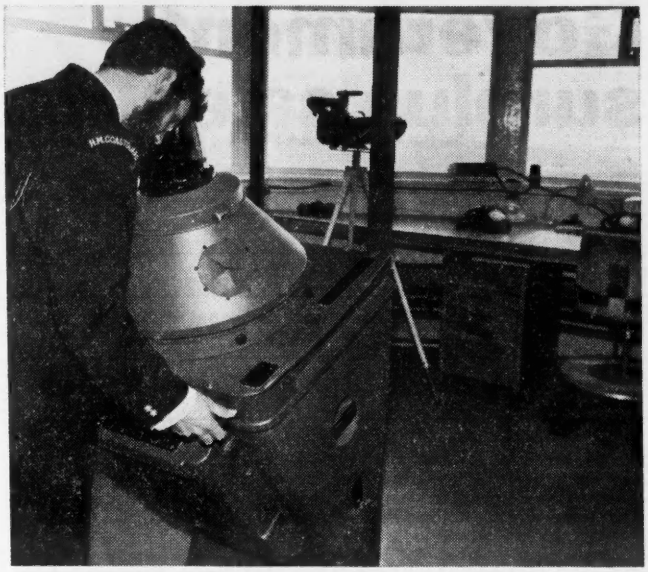
## Minimum inclusive tour prices for winter 1972-3

THE Department of Trade and Industry have decided, after consultation with the Air Transport Licensing Board, that the minimum prices of inclusive tour holidays by air within Europe during the winter period beginning October 16, 1972, will be the same as for the preceding winter period save that:

*a.* the winter period will end on March 31, 1973, one week later than in 1972, and
*b.* the minimum prices will be increased by £1 for each night by which a holiday exceeds 28 nights.

**Note**

On February 24, this year, Mr. Michael Noble, Minister for Trade, announced that after consultation with the Air Transport Licensing Board and taking the views of airlines and tour organisers, the control over the prices of short holidays of seven nights or less involving flights between this country and many resorts in Southern Europe, Algeria, Morocco and Tunisia, would be suspended for an experimental period from October 16, 1971, to March 24, 1972, and the minimum prices for holidays of more than seven nights in the same resorts would be reduced by one-sixth. The minimum prices for other places in Europe this winter would remain the same.



*The first radar station to be ordered for the purpose of monitoring shipping movements in the Channel has been installed for the Department of Trade and Industry at HM Coastguard station at St. Margaret's Bay, near Dover. A Decca 48-mile HR 729 system with two 16 in. displays, a 9 ft. scanner and 25 kW. transceiver, it will range from Boulogne to Dunkirk and over a similar arc of the Eastern approaches to the Dover Straits. This is the direct outcome of the Government's concern for the accident rate in the Channel, which led to the National Physical Laboratory with the assistance of Decca, carrying out two major traffic surveys based at Dungeness and St. Margaret's Bay, for the Department of Trade and Industry. Another, independent survey was also carried out by Decca, the findings of which were made available to NPL.*

## Britain signs new Air Security Convention

BRITAIN has signed a new convention to deal with sabotage and other acts of unlawful interference against civil aviation. Altogether 31 countries, including the United States, Russia, Netherlands, West Germany, Canada and Brazil, signed the convention at a special diplomatic conference at Montreal under the auspices of ICAO, which concluded on September 23.

The convention will provide a framework for bringing to justice those responsible for acts of violence, and provides for the arrest and extradition of offenders from contracting states and for punishment by severe penalties. It will come into effect after it has been ratified by at least 10 States represented at the conference.

Britain took a leading part in the preparation of the convention, having suggested the need for it at the 17th Assembly of ICAO which was specially called in June 1970 to consider aviation security, and having also made Lancaster House available to the Legal Committee of ICAO last October for the meetings at which the draft was prepared.

The convention is complementary to the convention for the suppression of unlawful seizure of aircraft (hi-jacking) which was signed at the Hague on December 16 last year, and comes into effect on October 14, 1971.

## Standards of training of seafarers

ASKED in Parliament what action is being taken by Her Majesty's Government to achieve minimum international standards of training and navigational competence among seafarers, Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, replied: 'This problem is being studied jointly by the Inter-Governmental Maritime Consultative Organisation and the International Labour Organisation. However to expedite consideration of this complex subject the Maritime Safety Committee of IMCO, when it met last week, decided on the suggestion of HMG, to set up a special sub-committee to prepare detailed proposals on the mandatory application of minimum international standards of training and certification of seafarers and also to lay down the basic principles to be observed in keeping a safe navigational watch including the minimum qualifications of the personnel involved.'

# Government surplus sales

## MINISTRY OF DEFENCE

**October 7, 1971 Miscellaneous Stores**

**Location: Memorial Hall (Entrance through Central Hall), High Street, Chatham**

**Auctioneers: Fuller Horsey Sons & Cassell (Dept. L), 10 Lloyds Avenue, London EC3 3BJ. (Tel: 01-709 0101)**

Machine tools; rubber mixing and sheeting mill; transformers; air compressors; fork lift trucks. Fordson Super Major Tractor with Morewear Dumper Trailer; diesel driven paving machines; Mastic ashphalt mixer; weigh batching machine; ball and roller bearings; copper, brass, cupro, steel and galvanised iron tubing; aluminium ingots; 5,000 Lok-Padlocks; analytical, aperiodic and other balances; laboratory equipment; Vickers electron microscope; electrical optical particle counter; wireless, telephone and electrical equipment; test sets; service clothing; curtain material; boots and shoes; carpets; rugs; large quantity of furniture; kitchen utensils; crockery and glassware; numerous other effects.

**October 14 Miscellaneous Stores**

**Location: Cavalry Barracks, Butt Road, Colchester, Essex**

**Auctioneers: Fenn Wright & Co. (Dept. L), 146 High Street, Colchester. (Tel: 0206 46161)**

Compressor 100 psi, 375 cfm; 27½ KVA generator; fork lift trucks; 2½ ton and 10 ton road rollers; portable chargers and generating sets; Petbow electric welding plant; Benford 10/7 concrete mixer; scientific electronic and engineering equipment; non-ferrous metals; textiles and rags; GS Mk 11 tent inners; large quantities of furniture, clothing and other miscellaneous stores.

**October 20-21 Miscellaneous Stores**

**Location: Regional Depot RAOC, Hereford**

**Auctioneers: Russell Baldwin & Bright (Dept. L), 20 King Street, Hereford. (Tel: 0432 4366)**

Fork lift trucks; Bedford fire tenders; generators; 10 cwt. and other trailers; tyres; batteries; battery chargers; roller conveyors; metal pallets; wire cable assemblies; rectifiers; dummy transducers; small tools; No. 7 directors; 30 ft. and other tarpaulin sheets; tent wall ends, roof sections, poles and other tentage; oscilloscopes; oscillographs; avometers; theodolites; binoculars; compasses; watches; time recording and other clocks; steel chests and safes; rubber knee boots; battledress trousers; overalls and other clothing; white and coloured blankets; over 20,000 tea, dinner and soup plates; drop leaf and other tables; dressing chests; fold flat, dining and other chairs; miscellaneous furniture and carpets; vehicle, aircraft and electrical spares; also a large collection of miscellaneous stores.

**October 28 Miscellaneous Stores**

**Location: County Hall, Botchergate, Carlisle**

**Auctioneers: Harrison & Hetherington Ltd. (Dept. L), Botchergate, Carlisle CA1 1SE. (Tel: 26292)**

Plant and equipment including, arc welding sets; searchlight generators; degreasing plant; oil furnace; motorised pumping unit; 2-ton hoist; wireless and electrical spares; electronic valves; machine tools; small hand tools; transformers; potentiometers; various trailers; cable; various items of clothing; textiles; furniture and other miscellaneous general stores.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 5p (postal order only).

**From October 1, 1971 Vehicles**

**Location: S.E. England**

**Auctioneers: British Car Auction Group Ltd., Expedier House, Farnham, Surrey (Tel: 025-13 6811)**

As from October 1, 1971, a range of Government Surplus Vehicles from S.E. England will be auctioned by British Car Auction Group Ltd. at their Auction Centres in London, Hampshire and Kent and will be included in BCA's regular auctions of private and commercial vehicles. Further details as to sale dates which include Government Surplus Vehicles, advice as to quantities and types, etc., will be available on application to Fleet Sales Director, British Car Auction Group Ltd., Expedier House, Farnham, Surrey (Tel: 025-13 6811). Viewing and catalogues available at respective BCA Centre on day of sale.

## DEPARTMENT OF TRADE AND INDUSTRY

**Ship for Sale**

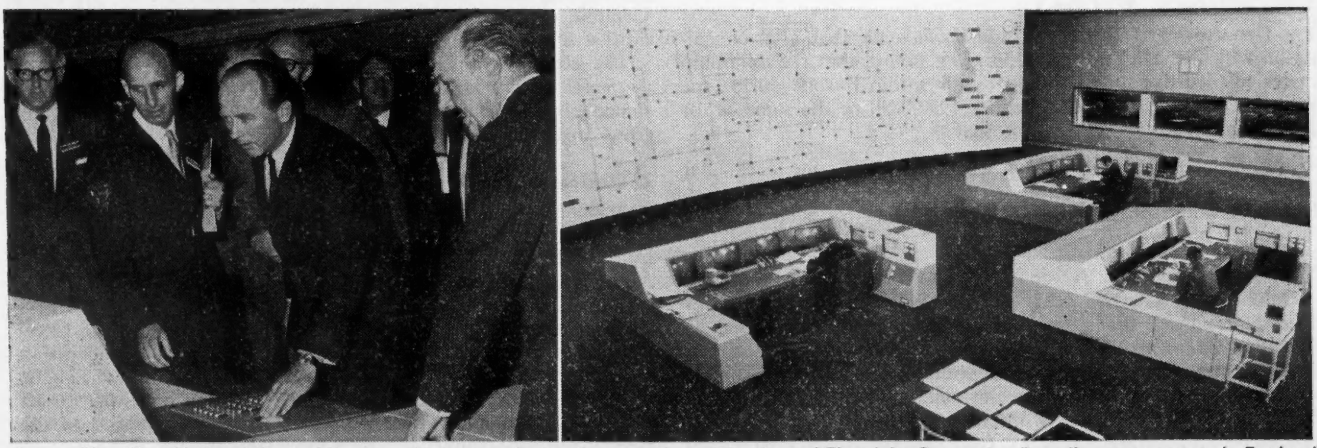
Offers are invited for the purchase of the undermentioned Royal Fleet Auxiliary vessel 'as lying' at HM Dockyard, Devonport.

'Rowanol' (ex 'Cedarol'). Steel, built 1946. G.T.1, 440. N.T. 482. Length (B.P.) 218 ft. Breadth (mld) 38 ft. Depth (mld) 17 ft. Light displacement 1,032 tons. Engine: Single screw, steam reciprocating, triple expansion, by Lobnitz & Co. Ltd., Renfew. IHP 1140.

Copies of form of purchase agreement, further particulars, plan and authority to inspect can be obtained from the Department of Trade and Industry, Room 42, Parliament Square House 34/36 Parliament Street, London SW1. Tel: 01-222 7060, ext. 26.

Offers should be addressed to the Department of Trade and Industry, Room 43, at the above address, in envelopes clearly marked 'Offer to purchase "ROWANOL"' and must be received not later than *noon* on October 21, 1971.

The above information is given for guidance only and any prospective purchaser must satisfy himself regarding actual details of the vessel and her present condition.



*A new £2 million National Control Centre, which co-ordinates the operation of the Central Electricity Generating Board's power system in England and Wales, was officially opened in London on September 23 by Sir John Eden, Minister for Industry. Claimed to be the most modern in the world, the centre overseas the operation of over 180 power stations and nearly 4,000 miles of supergrid lines and cables in a system which supplies electricity to 12 area boards for distribution to over 18 million customers. In the foreground of the left-hand picture are (l. to r.) Mr. R. J. Morland, Control Room Engineer, Mr. John Banks, Manager of the centre, Sir John Eden, and Mr. Arthur Hawkins, Chairman-to-be of the CEGB.*

# STATISTICS

# Index to statistics and organisational information published regularly in TRADE and INDUSTRY

A = annually; M = monthly; Q = quarterly; 6M = every six months.

All dates before October 21, 1970, refer to articles in the *Board of Trade Journal*


| Title | Last published |
|---|---|
| Air transport: | |
| Aircraft noise at Heathrow and Gatwick airports (Q) | July 22, 1971 |
| Air miss reports (A) | April 1, 1970 |
| Mileage and traffic (A) | April 29, 1970 |
| Trade by air (6-M) | Mar. 24, 1971 |
| Balance of payments: | |
| Civil aviation (Q) | Oct. 28, 1970 |
| Trends in invisible transactions (Q) | Sept. 16, 1971 |
| UK balance of payments (Q) | Sept. 16, 1971 |
| Bankruptcy orders (Q) | May 5, 1971 |
| Business names registered (A) | Jan. 27, 1971 |
| Capital expenditure: | |
| Distributive and service trades (A) | April 28, 1971 |
| Industry's capital expenditure (Q) | Sept. 16, 1971 |
| Catering trades turnover (M) | Sept. 16, 1971 |
| Chemicals industry (Q) | Aug. 26, 1971 |
| Companies: | |
| Acquisitions and mergers (Q) | Aug. 26, 1971 |
| New companies registered: | |
| Gt. Britain (M) | Sept. 23, 1971 |
| N. Ireland (M) | This week |
| Computers: | |
| UK computer market (Q) | Aug. 19, 1971 |
| Construction work overseas (A) | Aug. 26, 1971 |
| Credit: | |
| Instalment credit business (M) | Aug. 12, 1971 |
| International trade credit (A) | April 14, 1971 |
| ECGD business (Q) | This week |
| Electronics capital equipment deliveries, research and development (Q) | Aug. 26, 1971 |
| Engineering and electrical goods: | |
| Deliveries and orders (M) | Aug. 26, 1971 |
| Film industry: | |
| British Film Fund Agency returns (M) | Sept. 16, 1971 |
| Cinema admissions and takings (M) | Sept. 16, 1971 |
| Overseas payments and earnings (A) | Aug. 5, 1971 |
| Registration of films (A) | Feb. 24, 1971 |
| Trends in film going (A) | Aug. 19, 1971 |
| Food: | |
| Consumption levels (6-M) | July 15, 1971 |
| Household consumption (Q) | July 15, 1971 |
| Footwear industry production, orders and deliveries (M) | This week |
| Foreign trade: | |
| EFTA trade (Q) | Sept. 16, 1971 |
| Industrial countries trade and production (Q) | Aug. 5, 1971 |
| World exports of manufacturers (A) | Sept. 30, 1970 |
| Foreign trade of the UK: | |
| Direct exports (A) | April 14, 1971 |
| Unit value and volume index nos. (M) | Sept. 16, 1971 |
| Value of overseas trade (M) | Sept. 23, 1971 |
| Value of overseas trade: analysis of trends (Q) | Aug. 5, 1971 |
| Hairdressing trades turnover (M) | Sept. 16, 1971 |
| Hire purchase business (M) | Sept. 16, 1971 |
| Industrial building (Q) | July 29, 1971 |
| Industrial development certificates refused (A) | July 15, 1971 |
| Industrial production: | |
| Index nos. (M) | Sept. 23, 1971 |
| N. Ireland index (M) | Sept. 9, 1971 |
| Wales index (Q) | Sept. 23, 1971 |
| Insurance companies assets (A) | Aug. 12, 1971 |
| Investment: | |
| Book values of overseas direct investments (every 3 years) | Sept. 23, 1970 |
| Industry's investment intentions (3 times a year) | June 16, 1971 |
| Investment and earnings overseas (A) | April 7, 1971 |
| Laundries and dry cleaners turnover (M) | Sept. 16, 1971 |
| Machine tools deliveries and orders (Q) | Sept. 16, 1971 |
| Man-made fibres: | |
| Analysis of production (Q) | Aug. 12, 1971 |
| Deliveries (Q) | Aug. 12, 1971 |
| Production (M) | Sept. 23, 1971 |
| Volume of production (M) | Sept. 23, 1971 |
| Motor industry: | |
| Car and commercial vehicle production (M) | This week |
| Motor trades turnover (M) | Sept. 16, 1971 |
| Office development permits (Q) | Sept. 2, 1971 |
| Partnerships registered (A) | Jan. 27, 1971 |
| Pension funds: assets (A) | Aug. 26, 1971 |
| Retail prices index (M) | Sept. 23, 1971 |
| Retail trades: | |
| Index nos. (M) | Sept. 16, 1971 |
| N. Ireland index (M) | Aug. 19, 1971 |
| Royalty transactions (A) | Mar. 31, 1971 |
| Shipping: | |
| Nationality of vessels in UK sea-borne trade (A) | Feb. 10, 1971 |
| Steel consumption (Q) | Sept. 16, 1971 |
| Stocks: | |
| Distributive and service trades (A) | April 28, 1971 |
| Industry's stocks (Q) | Sept. 16, 1971 |
| Retail (M) | Sept. 16, 1971 |
| Television: | |
| Overseas payments and earnings (A) | Aug. 5, 1971 |
| Textiles: | |
| Clothing and textile orders and deliveries (M) | Sept. 9, 1971 |
| Cotton production (M) | Sept. 9, 1971 |
| Hosiery production (M) | This week |
| Wholesale houses sales (M) | Sept. 16, 1971 |
| Wool exports (Q) | Sept. 9, 1971 |
| Wool output (M) | Sept. 9, 1971 |
| Tourism: | |
| International tourism (A) | Sept. 23, 1970 |
| UK tourist traffic (M) | Sept. 16, 1971 |
| UK official reserves (M) | Sept. 9, 1971 |
| Wholesale prices: | |
| Average prices of selected commodities (A) | Feb. 24, 1971 |
| Index nos. (M) | Sept. 23, 1971 |


## Dept. of Trade and Industry organisation, etc.


| Subjects | Last published |
|---|---|
| British commercial representatives overseas | June 30, 1971 |
| Business Monitor titles | This week |
| Customs notices of interest to exporters | Sept. 23, 1971 |
| Directory of DTI (formerly BOT) departments and their work | April 8, 1970 |
| DTI addresses (former BOT offices) | Mar. 3, 1971 |
| DTI Regional Directors | Mar. 3, 1971 |
| ECGD local offices | Sept. 23, 1971 |
| Index Jan.-Mar. 1971 | May 26, 1971 |
| Official receivers offices | May 20, 1970 |
| Programme of trade promotions | July 22, 1971 |
| Release dates of economic statistics | Sept. 23, 1971 |

# The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

SYMBOLS USED IN ALL STATISTICAL TABLES—

.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

| | Gross Domestic Product (Expenditure estimates) | Index of Industrial Production | Consumers' Income and Expenditure | | | | Fixed Capital Expenditure | | | | | Increase in Stocks | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | Total | Selected Components | | | | Total | Selected Components | | |
| | | | Personal disposable income | Total consumers' expenditure | | Retail sales | | Manufacturing industry | Distributive and service industries | Dwellings | Public sector excluding dwellings | | Manufacturing industry | Wholesalers | Retailers |
| | at 1963 prices | | at current prices | | at 1963 prices | at 1966 prices | at 1963 prices | | | | | at 1963 prices | | | |
| Base of index £m in base year | 1963<br>26,793 | 1963 | 1963<br>21,758 | 1963<br>20,087 | 1963<br>20,127 | 1966<br>11,372 | 1963<br>4,912 | 1963<br>1,070 | 1963<br>994 | 1963<br>944 | 1963<br>1,752 | Series in £ million | | | |
| 1965 | 108 | 111.7 | 115 | 114 | 106 | .. | 121 | 124 | 119 | 127 | 117 | 385 | 263 | 47 | 31 |
| 1966 | 111 | 113.2 | 122 | 121 | 108 | 100.0 | 124 | 128 | 115 | 128 | 125 | 254 | 143 | 25 | 17 |
| 1967 | 113 | 113.9 | 127 | 126 | 110 | 101.4 | 133 | 124 | 122 | 138 | 142 | 184 | –37 | 13 | 22 |
| 1968 | 116 | 119.8 | 135 | 135 | 113 | 103.6 | 139 | 131 | 144 | 145 | 142 | 158 | 23 | 75 | 41 |
| 1969 | 118 | 122.9 | 143 | 143 | 113 | 103.0 | 138 | 140 | 148 | 130 | 131 | 346 | 232 | 26 | 27 |
| 1970 | 120 | 124.1 | 156 | 155 | 116 | 104.2 | 140 | 152 | 157 | 117 | 136 | 329 | 214 | 42 | 51 |
| 1969 2nd qtr | 118 | 123.1 | 142 | 142 | 113 | 103.7 | 136 | 141 | 147 | 130 | 129 | 76 | 41 | 2 | 5 |
| 3rd qtr | 119 | 123.2 | 144 | 144 | 113 | 103.2 | 139 | 145 | 155 | 130 | 130 | 57 | 4 | 10 | 8 |
| 4th qtr | 119 | 123.3 | 147 | 147 | 114 | 102.9 | 138 | 145 | 153 | 126 | 131 | 91 | 74 | 2 | — |
| 1970 1st qtr | 117 | 123.8 | 149 | 148 | 114 | 103.3 | 134 | 145 | 146 | 112 | 133 | –16 | 42 | 1 | –32 |
| 2nd qtr | 121 | 123.5 | 155 | 153 | 116 | 104.2 | 143 | 153 | 163 | 118 | 137 | 116 | 55 | 12 | 26 |
| 3rd qtr | 120 | 124.3 | 159 | 158 | 117 | 104.6 | 141 | 154 | 156 | 119 | 133 | 117 | 44 | 7 | 14 |
| 4th qtr | 122 | 124.6 | 163 | 161 | 117 | 104.7 | 143 | 157 | 165 | 119 | 139 | 112 | 72 | 23 | 44 |
| 1971 1st qtr | 117 | 124.5 | 164 | 161 | 116 | 101.9 | 137 | 147 | 148 | 114 | 148 | 71 | 70 | 2 | –62 |
| 2nd qtr | 120 p | 126.3 | | | 119 p | 104.3 | 140 p | 141 p | 159 p | | | –62 p | –116 p | 14 p | 38 p |
| Jan | | 126.8 | | | | 102.7 | | | | | | | | | |
| Feb | | 123.6 | | | | 99.7 | | | | | | | | | |
| Mar | | 123.1 | | | | 103.0 | | | | | | | | | |
| Apr | | 126.4 | | | | 104.7 | | | | | | | | | |
| May | | 126.1 | | | | 104.9 | | | | | | | | | |
| Jun | | 126.4 | | | | 103.4 | | | | | | | | | |
| Jul | | 125.6 p | | | | 105.0 | | | | | | | | | |

| | Orders | Prices and Costs | | | | | Labour | | | Trade (§) | | Balance of Payments current balance |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Engineering and electric goods† orders on hand (end period) | Retail prices Index | | Wholesale price index: non-food manufacturing industry | | Basic hourly wage rates (all industries and services) | Wholly unemployed excluding school leavers | Unfilled vacancies for adults | Civil employment | Imports (‖) | Exports (¶) | |
| | at 1963 prices | Index‡ | % increase on year earlier | Basic materials and fuel used‡ | Manufactured products home sales‡ | | Mid-month or monthly average | | Quarter or quarterly average | at current prices | | |
| Base of index £m in base year | Dec 1963 | Jan 16, 1962 | | 1963 | 1963 | Jan 31, 1956 | Series in thousands | | | 1963<br>4,362 | 1963<br>4,282 | Series in £ million |
| 1965 | 119 | 112.1 | *4.8* | 106.8 | 104.6 | 157.9 | 308 | 265 | 24,784 | 116 | 112 | –52 |
| 1966 | 115 | 116.5 | *3.9* | 110.2 | 107.3 | 168.5 | 323 | 255 | 24,835 | 120 | 121 | 83 |
| 1967 | 106 | 119.4 | *2.5* | 108.4 | 108.2 | 175.3 | 512 | 174 | 24,476 | 130 | 120 | –298 |
| 1968 | 106 | 125.0 | *4.7* | 120.5 | 112.4 | 187.3 | 541 | 188 | 24,331 | 159 | 146 | –288 |
| 1969 | 117 | 131.8 | *5.4* | 125.0 | 115.9 | 197.4 | 535 | 200 | 24,304 | 165 | 165 | 440 |
| 1970 | 125 | 140.2 | *6.4* | 128.5 | 124.6 | 217.7 | 574 | 186 | 24,135 | 181 | 184 | 579 |
| 1969 3rd qtr | 115 | 132.0 | *5.0* | 126.1 | 116.5 | 197.8 | 547 | 200 | 24,285 | 165 | 163 | 90 |
| 4th qtr | 117 | 133.7 | *5.1* | 127.3 | 118.0 | 201.6 | 544 | 199 | 24,249 | 165 | 171 | 172 |
| | | | | | | | | | | 169 | 172 | 167 |
| 1970 1st qtr | 118 | 136.2 | *5.0* | 130.1 | 120.6 | 209.0 | 561 | 192 | 24,275 | | | |
| 2nd qtr | 122 | 139.5 | *5.8* | 129.2 | 123.6 | 214.0 | 563 | 187 | 24,138 | 171 | 180 | 206 |
| 3rd qtr | 123 | 141.1 | *6.9* | 126.9 | 125.7 | 219.5 | 592 | 185 | 24,072 | 183 | 183 | 113 |
| 4th qtr | 125 | 144.0 | *7.7* | 127.8 | 128.4 | 228.3 | 581 | 177 | 24,054 | 178 | 175 | 69 |
| | | | | | | | | | | 190 | 199 | 191 |
| 1971 1st qtr | 120 | 147.9 | *8.6* | 131.2 | 131.7 | 237.5 | 631 | 146 | | | | |
| 2nd qtr | 117 p | 153.2 | *9.8* | 137.2 p | 134.8 p | 242.2 | 725 | 131 | | 189 | 186 | 79 |
| 3rd qtr | | | | | | | 802 p | 121 p | | 199 | 209 | 237 |
| Feb | 120 | 147.8 | *8.5* | 130.6 | 131.7 | 237.4 | 623 | 147 | | 187 | 172 | |
| Mar | 120 | 149.0 | *8.8* | 133.2 | 132.6 | 238.1 | 656 | 134 | | 207 | 211 | |
| Apr | 117 p | 152.2 | *9.4* | 137.2 | 134.0 | 239.2 | 704 | 129 | | 200 | 208 | |
| May | 118 p | 153.2 | *9.8* | 137.3 | 135.0 | 242.7 | 731 | 130 | | 193 | 204 | |
| Jun | 117 p | 154.3 | *10.3* | 137.4 | 135.9 | 245.0 | 740 | 133 | | 203 | 216 | |
| Jul | 120 p | 155.2 | *10.1* | 138.9 p | 136.7 p | 246.9 | 788 | 122 | | 198 p | 214 p | |
| Aug | | 155.3 | *10.3* | 139.1 p | 137.2 p | 248.3 p | 799 | 123 | | 193 p | 216 p | |
| Sep | | | | | | | 819 p | 118 p | | | | |

(†) New series covering SIC Orders VII-IX; previous series also included part of Order XI. (‡) Not seasonally adjusted
(§) On a balance of payments basis. (‖) Includes payments for United States military aircraft and other balance of payments adjustments
(¶) Includes balance of payments and allowances for factors affecting recording

# Vehicle production in August

In the four weeks ended August 28, the average rate of recorded production of cars was 29,700 a week, 24 per cent higher than in the corresponding period last year. For commercial vehicles, the average rate of recorded production was 7,100 a week, 12 per cent higher than in August 1970.

Losses of production of cars on account of industrial disputes were significant but probably less serious overall than in August, 1970 and in most earlier months of 1971.

On a seasonally adjusted basis, total car production in the three months June to August was 7 per cent higher (16 per cent higher for the home market and 3 per cent down for export) than in the previous three months, March to May; total commercial vehicle production was 9 per cent higher.

### Notes on statistics

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.

Production for export may differ from actual exports as recorded in the Overseas Trade Statistics because of differences in timing and coverage.

The seasonally adjusted series has been adjusted to exclude the effect of regularly recurring influences (eg holidays) but the figures still reflect the effect of factors that do not recur regularly (eg strikes).

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes.

## TABLE 2. PRODUCTION—SEASONALLY ADJUSTED

MONTHLY AVERAGES — Thousands

| | Passenger cars | | | Commercial vehicles | | |
|---|---|---|---|---|---|---|
| | For home market | For export | Total | For home market | For export | Total |
| 1965 | 89 | 54 | 144 | 23.4 | 14.5 | 37.9 |
| 1966 | 82 | 52 | 134 | 21.7 | 14.8 | 36.6 |
| 1967 | 82 | 47 | 129 | 20.5 | 11.6 | 32.1 |
| 1968 | 84 | 67 | 151 | 21.6 | 12.5 | 34.1 |
| 1969 | 74 | 69 | 143 | 22.7 | 16.1 | 38.8 |
| 1970 | 77 | 60 | 137 | 22.3 | 15.8 | 38.1 |
| 1971 | | | | | | |
| 1970 1st quarter | 76 | 62 | 138 | 21.9 | 14.6 | 36.5 |
| 2nd quarter | 78 | 60 | 138 | 23.9 | 16.4 | 40.3 |
| 3rd quarter | 65 | 50 | 115 | 17.7 | 13.3 | 31.0 |
| 4th quarter | 87 | 69 | 156 | 25.6 | 19.0 | 44.6 |
| 1971 1st quarter | 72 | 63 | 135 | 19.3 | 15.1 | 34.4 |
| 2nd quarter | 80 | 62 | 142 | 24.3 | 17.3 | 41.6 |
| 3rd quarter | | | | | | |
| 4th quarter | | | | | | |
| 1970 July | 64 | 55 | 119 | 18.2 | 14.3 | 32.5 |
| August | 80 | 53 | 133 | 21.0 | 15.2 | 36.2 |
| September | 51 | 42 | 93 | 14.0 | 10.4 | 24.4 |
| October | 80 | 69 | 149 | 26.5 | 19.7 | 46.2 |
| November | 94 | 70 | 164 | 26.9 | 19.4 | 46.3 |
| December | 87 | 67 | 154 | 23.5 | 17.9 | 41.4 |
| 1971 January | 90 | 72 | 162 | 24.3 | 19.8 | 44.1 |
| February | 70 | 63 | 133 | 18.3 | 13.5 | 31.8 |
| March | 58 | 52 | 110 | 15.2 | 12.1 | 27.3 |
| April | 75 | 65 | 140 | 23.0 | 17.7 | 40.7 |
| May | 85 | 63 | 148 | 26.0 | 18.0 | 44.0 |
| June | 79 | 58 | 137 | 23.8 | 16.4 | 40.2 |
| July | 77 | 49 | 126 | 22.5 | 15.3 | 37.8 |
| August | 97 | 67 | 164 | 23.5 | 20.5 | 44.0 |
| September | | | | | | |
| October | | | | | | |
| November | | | | | | |
| December | | | | | | |
| Average of: | | | | | | |
| March-May | 73 | 60 | 133 | 21.4 | 15.9 | 37.3 |
| June-August 1971 | 84 | 58 | 142 | 23.3 | 17.4 | 40.7 |
| Percentage change | +16 | −3 | +7 | +9 | +9 | +9 |

## TABLE 1. RECORDED PRODUCTION

| | | Passenger cars (including taxis) | | | | Commercial road vehicles | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | No. of weeks | For home market | For export | Totals | Weekly average | For home market | For export | Totals | Weekly average |
| 1965 | 52 | 1,069,374 | 652,671 | 1,722,045 | 33,116 | 280,976 | 174,240 | 455,216 | 8,754 |
| 1966 | 52 | 978,684 | 624,995 | 1,603,679 | 30,840 | 260,614 | 178,061 | 438,675 | 8,436 |
| 1967 | 52 | 988,273 | 563,740 | 1,552,013 | 29,846 | 245,692 | 139,414 | 385,106 | 7,406 |
| 1968 | 52 | 1,013,163 | 802,773 | 1,815,936 | 34,922 | 259,331 | 149,855 | 409,186 | 7,869 |
| 1969 | 53 | 892,758 | 824,315 | 1,717,073 | 32,398 | 272,998 | 192,778 | 465,776 | 8,788 |
| 1970 | 52 | 918,109 | 722,857 | 1,640,966 | 31,557 | 267,407 | 190,125 | 457,532 | 8,799 |
| 1971 | 52 | | | | | | | | |
| 1970 1st quarter | 13 | 237,413 | 199,099 | 436,512 | 33,578 | 68,798 | 46,453 | 115,251 | 8,865 |
| 2nd quarter | 13 | 263,064 | 207,100 | 470,164 | 36,166 | 78,431 | 53,984 | 132,415 | 10,186 |
| 3rd quarter | 13 | 157,149 | 120,024 | 277,173 | 21,321 | 43,486 | 31,434 | 74,920 | 5,763 |
| 4th quarter | 13 | 260,483 | 196,634 | 457,117 | 35,163 | 76,692 | 58,254 | 134,946 | 10,380 |
| 1971 1st quarter | 13 | 229,549 | 202,868 | 432,417 | 33,263 | 61,362 | 48,325 | 109,687 | 8,437 |
| 2nd quarter | 13 | 262,133 | 207,999 | 470,132 | 36,164 | 78,247 | 55,252 | 133,499 | 10,269 |
| 3rd quarter | 13 | | | | | | | | |
| 4th quarter | 13 | | | | | | | | |
| 1970 July | 4 | 42,953 | 37,874 | 80,827 | 20,207 | 12,055 | 10,229 | 22,284 | 5,571 |
| August | 4 | 57,227 | 38,825 | 96,052 | 24,013 | 15,280 | 9,942 | 25,222 | 6,306 |
| September | 5 | 56,969 | 43,325 | 100,294 | 20,059 | 16,151 | 11,263 | 27,414 | 5,483 |
| October | 4 | 79,658 | 60,268 | 139,926 | 34,982 | 25,885 | 19,213 | 45,098 | 11,274 |
| November | 4 | 89,489 | 65,517 | 155,006 | 38,751 | 25,679 | 19,549 | 45,228 | 11,307 |
| December | 5 | 91,336 | 70,849 | 162,185 | 32,437 | 25,128 | 19,492 | 44,620 | 8,924 |
| 1971 January | 4 | 88,238 | 67,956 | 156,194 | 39,048 | 24,143 | 18,882 | 43,025 | 10,756 |
| February | 4 | 67,660 | 66,545 | 134,205 | 33,551 | 17,975 | 13,999 | 31,974 | 7,994 |
| March | 5 | 73,651 | 68,367 | 142,018 | 28,403 | 19,244 | 15,444 | 34,688 | 6,938 |
| April | 4 | 73,283 | 64,880 | 138,163 | 34,541 | 22,147 | 17,018 | 39,165 | 9,791 |
| May | 4 | 88,407 | 67,827 | 156,234 | 39,059 | 26,295 | 18,499 | 44,794 | 11,199 |
| June | 5 | 100,443 | 75,292 | 175,735 | 35,147 | 29,805 | 19,735 | 49,540 | 9,908 |
| July | 4 | 51,379 | 34,364 | 85,743 | 21,436 | 15,864 | 11,623 | 27,487 | 6,872 |
| August | 4 | 69,418 | 49,437 | 118,855 | 29,714 | 15,927 | 12,359 | 28,256 | 7,072 |
| September | 5 | | | | | | | | |
| October | 4 | | | | | | | | |
| November | 4 | | | | | | | | |
| December | 5 | | | | | | | | |

# ECGD business in second quarter

BUSINESS insured by the Export Credits Guarantee Department in the second quarter of this year was a record £973 million, 18 per cent up on the previous quarter (£824 million) and 28 per cent up on the corresponding quarter of last year.

Guaranteed bank advances at £344 million, amounted to more than one-third of insured shipments. Compared with the same quarter last year they showed a 43 per cent increase.

Large medium-term supplier credit policies issued in the first half of the year include aircraft (£22.6 million), electricity generating equipment (£21.8 million), industrial plant (£19.9 million), chemical plant (£18.5 million), irrigation equipment (£16.1 million), construction works (£15.5 million) and submarine cables (£7.9 million).

Large Buyer Credit and Financial Guarantees issued during the half-year include aircraft and aeroengines (£75.8 million), ships (£55.3 million), chemical plant (£31.1 million), smelting plant (£27.5 million), engineering plant (£26.5 million), electricity generating equipment (£18.8 million) and irrigation equipment (£14.0 million).

Three lines of credit, with a total loan value of £33.2 million, were guaranteed during the half-year, providing export opportunities in Brazil, Yugoslavia and Bulgaria.

The figures for the quarter are as follows:

**TABLE 1. SHIPMENTS INSURED**

| | 1970 June quarter £ million | 1971 March quarter £ million | 1971 June quarter £ million |
|---|---|---|---|
| Comprehensive business, short term credit | 605 | 607 | 754 |
| Comprehensive business, over six months credit | 66 | 77 | 74 |
| Specific business | 58 | 106 | 88 |
| Buyer Credits | 28 | 34 | 57 |
| Total | 757 | 824 | 973 |

**TABLE 2. ADVANCES GUARANTEED UNDER FINANCIAL FACILITIES**

(Relating to exports which appear or will appear in Table 1)

| | | | |
|---|---|---|---|
| Comprehensive Guarantees to Banks related to comprehensive insurance policies | 114 | 124 | 163 |
| Specific Guarantees to Banks related to comprehensive insurance policies | 31 | 26 | 27 |
| Specific Guarantees to Banks related to Specific insurance policies | 29 | 42 | 47 |
| Buyer Credits | 66 | 76 | 107 |
| Total | 240 | 268 | 344 |

The above figures combine 'commercial' and 'national interest' business.

'Shipments insured' include, besides direct exports and third country trade, services declared as 'performed'. Shipments declared in connection with Financial and Buyer Credit Guarantees are also included—even though there is strictly no 'insurance' of the shipments. Table 1 therefore covers the whole of ECGD's turnover.

'Advances guaranteed' is the measure of bank financing covered by any form of ECGD guarantee to a bank (and thus in general qualifying for the special interest rates). They relate to exports which appear or will appear in Table 1, but also including, in the case of Financial and Buyer Credit Guarantees and of some Specific Guarantees, an element of interest covered by the Guarantee. In addition to these advances there is of course a large volume of export financing by banks against the assignment of a normal ECGD insurance policy.

Although every 'advance guaranteed' must (apart from any interest element) ultimately be matched by a 'shipment insured', there is no correspondence in time between the two tables—the guaranteed advance need not fall in the same quarter in which shipment is made.

During the quarter ended June 30, 1971, the Exports Credit Guarantee Department assumed liability:

(a) under Section 1 of the Export Guarantees Acts, 1968 and 1970 up to a maximum of £353,492,730 in respect of guarantees amounting to £555,906,700;
(b) under Section 2 of the Export Guarantees Acts, 1968 and 1970 up to a maximum of £79,810,682 in respect of guarantees amounting to £79,954,860.

## Hosiery and other knitted goods—index of production

IN the three months ended July 1971, the volume of production of hosiery and other knitted goods (including knitted fabrics) was provisionally estimated to have been 7 per cent more than in the three months ended July 1970.

The above comparison has been based on the seasonally adjusted figures in the accompanying table.

The seasonally adjusted figures for 1971 are based on the seasonal pattern up to the end of 1970 and may be subject to slight revision when the complete figures for 1971 have been incorporated.

The actual figures allow for differences in the lengths of calendar months, but not for holidays or other seasonal variations.

A short note on the construction of the index was given in the *Board of Trade Journal*, dated May 27, 1970 (page 1455).

1963 = 100

| | | | |
|---|---|---|---|
| 1964 | | 109 | |
| 1965 | | 114 | |
| 1966 | | 114 | |
| 1967 | | 114 | |
| 1968 | | 132 | |
| 1969 | | 147 | |
| 1970 | | 149 | |
| | | Actual | Seasonally adjusted |
| 1969 | 1st quarter | 133 | 143 |
| | 2nd quarter | 145 | 153 |
| | 3rd quarter | 142 | 144 |
| | 4th quarter | 166 | 147 |
| 1970 | 1st quarter | 138 | 153 |
| | 2nd quarter | 143 | 146 |
| | 3rd quarter | 144 | 146 |
| | 4th quarter | 170 | 151 |
| 1971 | 1st quarter p | 135 | 145 |
| | 2nd quarter p | 147 | 154 |
| 1970 | January | 123 | 149 |
| | February | 151 | 154 |
| | March | 141 | 155 |
| | April | 140 | 141 |
| | May | 135 | 151 |
| | June | 155 | 147 |
| | July | 127 | 141 |
| | August | 140 | 154 |
| | September | 166 | 144 |
| | October | 184 | 153 |
| | November | 184 | 151 |
| | December | 144 | 149 |
| 1971 | January p | 126 | 153 |
| | February p | 137 | 140 |
| | March p | 142 | 142 |
| | April p | 138 | 153 |
| | May p | 151 | 165 |
| | June p | 152 | 143 |
| | July p | 142 | 158 |

## New companies registered in Northern Ireland

IN the month of August 1971, 25 private companies with a total nominal capital of £69,000 and one public company limited by guarantee and not having a share capital were registered in Northern Ireland.

During the period January-August, 234 companies with a total nominal capital of almost £1,727,000 were registered as compared with 229 companies with a total nominal capital of just over £2,098,000 registered in the same period in 1970.

# Addresses of ECGD Local Offices

**The Export Credits Guarantee Department (ECGD) is a Government Department providing export credit insurance for United Kingdom exporters. Its object is to provide on a self-supporting basis, the cheapest form of export credit insurance possible. The Head Office of ECGD is at Aldermanbury House, Aldermanbury, London, EC2P 2EL. Tel. 606 6699, Telex 883601. The Department's local offices are as follows:**

**London (City)**
London postal districts E., and E.C.2 and 3, and the county of Essex.
J. V. Baker, Marlon House, 71-74 Mark Lane, London EC3R 7HS. Tel. 488 3491. (Code: 01-488 3491) Telex 886888.

**London (South)**
London postal districts of E.C.4, S.E.1-27 and S.W.1-20. Counties of Kent and Surrey (Greater London Council Area only).
G. L. A. Link, 42-46 Weston Street, SE1 3QN Tel. 407 5011. (Code: 01-407 5011) Telex 888575.

**London (North)**
London postal districts of N., E.C.1, W.C.1 and 2, County of Hertford and Middlesex (part GLC area only).
D. A. Green, 1-4 Old North Street, Red Lion Square, WC1R 4TE. Tel. 405 8991. (Code: 01-405 8991) Telex 2633615.

**London (West End)**
London postal district N.W. and W. Middlesex (part GLC area only).
D. G. Hake, Waverley House, 7-12 Noel Street, London, W1V 3PB. Tel. 1-437 2292. Telex 24105.

**Bedford**
Counties of Bedford, Cambridge, Huntingdon, Norfolk, Suffolk and Northamptonshire.
M. J. Crane, Heron House, 49-51 Goldington Road, Bedford. Tel. Bedford 58798 (Code: 0234 58798) Telex 82350.

**Belfast**
The six counties of Northern Ireland.
R. H. Forsyth, Scottish Provident Buildings, 7 Donegall Square West, Belfast, BT1 6JE. Tel. Belfast 29428. (Code: 0232 29428) Telex 74577.

**Birmingham**
Counties of Shropshire, Hereford, Worcester, Warwick, Merioneth, Montgomery, Radnor and Stafford.
B. T. Clark, Chamber of Commerce House, Harborne Road, Birmingham B15 3DL Tel. Edgbaston 4375. (Code: 021-454 4375) Telex 33132.

**Bradford**
The West and North West of the West Riding of Yorkshire (excluding Barnsley, Harrogate, Otley, Pudsey, Ripon, Wakefield and Yeadon).
F. Wilmot, West Riding House, Cheapside, Bradford, BD1 4LG. Tel. Bradford 25147. (Code: 0274 25147) Telex 51161.

**Bristol**
Counties of Gloucester East of the Severn, Wiltshire, Dorset, Somerset, Devon, Cornwall and the Channel Islands.
W. D. Begg, Washington House, Great George Street, Bristol, BS1 5QL. Tel. Bristol 22102. (Code: 0272 22102) Telex 44248.

**Cardiff**
Gloucester West of the Severn, Cardigan, Brecon, Pembroke, Carmarthen, Glamorgan and Monmouth.
G. H. Turl, St. David's House, Wood Street, Cardiff, CF1 1ES. Tel. 26657. (Code: 0222 26657) Telex 49284.

**Crawley**
Counties of Surrey (excluding area covered by GLC) and Sussex.
F. R. Burge, Barden House, 36 Spencers Road, West Green, Crawley, Sussex. Tel. 23444. (Code: 0293 23444) Telex 87374.

**Edinburgh**
The counties of Angus, Berwick, Clackmannan, Dumfries, Fife, Kinross, the Lothians, Peebles, Roxburgh and Selkirk.
J. S. Anderson, 108 George Street, Edinburgh, EH2 4LN. Tel. Caledonian 3004. (Code: 031-225 3004) Telex 72170.

**Glasgow**
The counties of Aberdeen, Argyll, Ayr, Banff, Bute, Caithness, Dunbarton, Inverness, Kincardine, Kirkcudbright, Lanark, Moray, Nairn, Perth, Renfrew, Ross and Cromarty, Stirling, Sutherland, Wigtown and the Orkneys, Shetlands, Western Isles and Hebrides.
R. H. K. Hughes, 7 West George Street, Glasgow, C.2. Tel. Central 3056. (Code: 041-CEN 3056) Telex 77130.

**Leeds**
The East and North Riding of Yorkshire (excluding the area North of a line from Yarm to Staithes). The East and North of the West Riding of Yorkshire (including Goole, Harrogate, Otley, Pudsey, Ripon, Wakefield and Yeadon).
W. A. Luxton, Headrow House, 42 The Headrow, Leeds, LS1 8HD. Tel: Leeds 30082. (Code: 0532 30082) Telex 55232.

**Liverpool**
The Welsh counties of Anglesey, Caernarvon, Denbigh and Flint: parts of Lancashire and Cheshire (including Wigan and Warrington) and the Isle of Man.
J. M. Foster, Number One Old Hall Street, Liverpool, L3 9HJ. Tel. Central 5756. (Code: 051-236 5756) Telex 62537.

**Manchester**
Parts of Lancashire and Cheshire (excluding Wigan and Warrington) and parts of Derbyshire.
W. Ford, Cheshire House, 18-20 Booth Street, Manchester, M2 4AJ. Tel. Central 8861. (Code: 061-CEN 8861) Telex 667756.

**Newcastle upon Tyne**
Counties of Northumberland, Durham, Westmorland and Cumberland; part of North Riding of Yorkshire, including Middlesbrough, Redcar and Thornaby-on-Tees.
R. A. Bounds, 2 Osbourne Road, Newcastle upon Tyne, NE2 2BL. Tel. Newcastle 814214. (Code: 0632 814214) Telex 53305.

**Nottingham**
Counties of Leicester and Rutland, and parts of the counties of Nottingham, Derby and Lincoln.
A. E. Beedle, Equitable House, Old Market Square, Nottingham, NG1 2LE. Tel. 46585. (Code: 0602 46585) Telex 37566.

**Reading**
Counties of Berks, Bucks, Hants, Oxford and West Middlesex.
K. I. Humphrey, 18 The Forbury, Reading, RG1 3EJ. Tel. Reading 580577. (Code: 0734 580577) Telex 84422.

**Sheffield**
The Southern triangle of the West Riding of Yorkshire (including Barnsley), and parts of the counties of Nottingham, Derby and Lincoln.
W. K. A. Oxley, 8-12 Furnival Gate, Sheffield, S1 4QN. Tel. Sheffield 29151. (Code: 0742 29151) Telex 54244.

**New York**
In the United States exporters can obtain assistance from the Department's resident representative for the United States and Canada.
J. A. Dorrain, DFM, 150 East 58th Street, New York, 10022, USA. Tel. 593 2258. Telex 420543.

# Footwear industry: production, orders and deliveries

*This commentary is based on seasonally adjusted data*

In the three months ending July 1971, net new orders received by the footwear industry were 35 per cent more than in the three months ending April 1971; deliveries also increased by 2 per cent. Net new orders were more than deliveries with the result that order books were 17 per cent higher at the end of July than they were at the end of April; production for the three months rose by 10 per cent.

## Interpretation of figures

The figures for orders-on-hand, net new orders and deliveries should be interpreted with caution. The orders-on-hand and net new orders series were available, before 1971, by total pairage only and no allowance is made in the three pairage series below for the differing value of the various types of footwear. A breakdown of deliveries by types of footwear in pairage terms—and by value from the first quarter of 1971—will be published in the *Business Monitor* Production Series (Reference P17). From January 1971 the value of total orders-on-hand is also being collected in the inquiry and this series together with derived net new orders will be included in a future edition of this note in *Trade and Industry*.

A short note on the construction of the index of production was given in *Trade and Industry*, dated June 23, 1971 (page 637).

Monthly averages or months — Million pairs

| | Index of Production (*1963 = 100*) | | Orders-on-hand (end of period) | | Net new orders | | Deliveries | |
|---|---|---|---|---|---|---|---|---|
| 1964 | 107 | | 35.8 | | .. | | 16.8 | |
| 1965 | 104 | | 39.9 | | 16.8 | | 16.5 | |
| 1966 | 101 | | 33.9 | | 15.7 | | 16.2 | |
| 1967 | 94 | | 37.9 | | 16.2 | | 15.9 | |
| 1968 | 99 | | 41.2 | | 17.0 | | 16.8 | |
| 1969 | 95 | | 35.2 | | 15.7 | | 16.2 | |
| 1970 | 88 | | 40.1 | | 16.3 | | 15.9 | |
| | Actual | Seasonally adjusted | Actual | Seasonally adjusted | Actual | Seasonally adjusted | Actual | Seasonally adjusted |
| 1969 1st quarter | 107 | 98 | 47.5 | 41.9 | 19.1 | 16.7 | 17.0 | 16.5 |
| 2nd quarter | 95 | 96 | 48.9 | 39.3 | 15.7 | 15.5 | 15.2 | 16.4 |
| 3rd quarter | 85 | 94 | 34.6 | 39.2 | 11.5 | 16.1 | 16.3 | 16.1 |
| 4th quarter | 92 | 91 | 35.2 | 35 2 | 16.5 | 14.5 | 16.3 | 15.8 |
| 1970 1st quarter | 95 | 89 | 40.1 | 36.2 | 17.4 | 15.7 | 15.8 | 15.4 |
| 2nd quarter | 89 | 87 | 47.9 | 38.2 | 17.5 | 16.7 | 14.9 | 16.1 |
| 3rd quarter | 79 | 88 | 35.3 | 41.9 | 12.0 | 17.2 | 16.2 | 16.0 |
| 4th quarter | 89 | 88 | 40.1 | 40.1 | 18.2 | 16.0 | 16.6 | 16.1 |
| 1971 1st quarter p | 88 | 80 | 40.9 | 38.1 | 16.4 | 15.2 | 16.2 | 15.9 |
| 2nd quarter p | 82 | 86 | 43.2 | 36.4 | 15.7 | 15.4 | 14.9 | 16.0 |
| 1970 January | 85 | 86 | 32.6 | 33.7 | 11.3 | 13.8 | 13.9 | 15.3 |
| February | 101 | 88 | 34.0 | 32.9 | 18.4 | 14.6 | 17.0 | 15.4 |
| March | 98 | 93 | 40.1 | 36.2 | 22.6 | 18.6 | 16.5 | 15.4 |
| April | 96 | 87 | 46.5 | 37.1 | 22.5 | 18.4 | 16.1 | 17.5 |
| May | 81 | 82 | 49.7 | 37.8 | 16.7 | 15.1 | 13.5 | 14.3 |
| June | 89 | 91 | 47.9 | 38.2 | 13.3 | 16.7 | 15.1 | 16.3 |
| July | 75 | 89 | 43.0 | 41.6 | 10.2 | 19.5 | 15.1 | 16.1 |
| August | 71 | 90 | 40.7 | 44.1 | 12.4 | 18.6 | 14.7 | 16.2 |
| September | 91 | 84 | 35.3 | 41.9 | 13.4 | 13.5 | 18.8 | 15.8 |
| October | 100 | 89 | 35.4 | 41.5 | 19.3 | 16.2 | 19.2 | 16.6 |
| November | 94 | 86 | 39.6 | 42.2 | 21.8 | 16.6 | 17.6 | 15.8 |
| December | 73 | 88 | 40.1 | 40.1 | 13.6 | 15.2 | 13.1 | 16.0 |
| 1971 January p | 84 | 86 | 40.9 | 43.3 | 16.2 | 20.3 | 15.4 | 17.0 |
| February p | 88 | 77 | 43.0 | 43.0 | 18.5 | 14.7 | 16.4 | 15.0 |
| March p | 92 | 78 | 40.9 | 38.1 | 14.6 | 10.6 | 16.7 | 15.5 |
| April p | 82 | 85 | 42.3 | 36.6 | 16.6 | 14.4 | 15.2 | 15.9 |
| May p | 84 | 89 | 48.7 | 39.9 | 21.7 | 20.0 | 15.3 | 16.7 |
| June p | 81 | 86 | 43.2 | 36.4 | 8.7 | 11.8 | 14.2 | 15.3 |
| July p | 82 | 90 | 41.1 | 42.9 | 12.3 | 21.9 | 14.4 | 15.4 |

The actual figures have been adjusted for the length of the working months but not for holidays or any other seasonal variations.

# Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Act 1960 to 1970 during the week ended Friday, September 24, 1971. BR/E indicates that the film is a British quota film.

| Title of film | Registered No. | Playing time minutes | Date of registration | Registered in the name of | Maker's name |
|---|---|---|---|---|---|
| | | | BRITISH | | |
| The Sword and the Geisha | BR/E 35696/25/9/76 | 30 | September 20 | E. J. Fancey Productions Ltd. | Leigh Films Productions Ltd. |
| Baleia ! Baleia ! | BR/E 35697/25/9/76 | 26 | September 21 | MGM-EMI Distributors Ltd. | EMI Film Productions Ltd. |
| Movietone News 2207 | BR/E 35583/25/9/71 | 8 | September 24 | Twentieth Century-Fox Film Co. Ltd. | British Movietonews Ltd. |
| Movietone News 2207A | BR/E 35584/25/9/71 | 7 | September 24 | Twentieth Century-Fox Film Co. Ltd. | British Movietonews Ltd. |
| | | | FOREIGN | | |
| Symphony No. 33 in B Flat Major | F 35698 | 23 | September 21 | Eagle Films Ltd. | Unitel Productions GmbH, Munich |
| Coppelia | F 35699 | 75 | September 21 | Eagle Films Ltd. | Unitel Productions GmbH, Munich |
| Symphony No. 39 in E Flat Major | F 35700 | 26 | September 21 | Eagle Films Ltd. | Unitel Productions GmbH, Munich |
| Giselle | F 35701 | 95 | September 21 | Eagle Films Ltd. | Unitel Productions GmbH, Munich |
| The Hunting Party | F 35702 | 102 | September 22 | United Artists Corporation Ltd. | Brighton Pictures Inc. |
| The Ant and the Aardvark | F 35703 | 7 | September 22 | United Artists Corporation Ltd. | Mirisch D.F. |
| Symphony No. 6 in F Major | F 35704 | 38 | September 22 | Eagle Films Ltd. | Cosmotel Productions AG. Zug. |
| Messa da Requiem | F 35705 | 90 | September 22 | Eagle Films Ltd. | Cosmotel Productions AG. Zug. |
| Mass in B Minor | F 35706 | 135 | September 22 | Eagle Films Ltd. | Unitel Productions GmbH, Munich |
| The Flat | F 35707 | 13 | September 22 | Contemporary Films Ltd. | Czechoslavak Filmexport, Prague |
| Iaora-Tahiti | F 35708 | 6 | September 23 | Freemar Productions Ltd. | Saxon Film Co. Ltd. |
| Chelsea Bird | F 35709 | 11 | September 23 | Freemar Productions Ltd. | Saxon Film Co. Ltd. |

newtechnology

Number 50 September 1971 A supplement to *Trade and Industry*

# How Do You Know Your Factory's Not on Fire?

P. E. Burry, Head of the Detection and Electronics Section of the Fire Research Station, Borehamwood, writes about automatic fire-detection systems.

**How do you know the room in which you are reading this is not on fire? Or, to put it another way, how would you recognise a fire if one occurred? You would probably see or smell the smoke; see the glow or the flicker of the flames; and, as the fire gets bigger, feel the heat. But if you are out of the room when the fire breaks out, what then? No problem if you have installed an automatic detection device, since this could recognise the existence of the fire by virtually the same reactions as those of a human being. Second point: What would you do if the room were to catch fire and you were there to see it? You would warn other people; 'phone the fire brigade; close the doors to keep air away from the fire and smoke from escape routes; and try to put out the fire. If you weren't there to see it (or even if you were, come to that), a fire-detection system would trigger off the selfsame counter-measures automatically. Its first task, however, is to take a decision as to the absence or presence of fire, and it is as well to remember that, although a sensitive detector will certainly recognise a fire in its earliest stages, it may also produce many false alarms; a less sensitive device will detect a fire at a later stage, but the absence of false alarms could make it a much better system. Some indication of the types of automatic fire detector available is given below.**

## Thermal detectors

The most obvious form of fire detector is the thermal detector. Many different types are on the market, but almost all react either to thermal-expansion or change-of-state effects. Change-of-state devices (such as fusible links) can operate only at a fixed temperature, but expansion devices can be made to operate both at a fixed temperature and by the rate of increase of temperature. A typical 'rate-of-rise' heat detector is shown schematically in Figure 1. One of the two bimetallic strips is lagged to have a slower response than the other. Hence slow temperature changes will cause both strips to deflect together and will not trigger off the alarm before a given temperature is reached, but any rapid rise in temperature will affect the fast element more than the slow one, so causing the contacts to close. The British Standard for heat detectors (*BS* 3116 *Part* 1) stipulates that, for very slow rates of temperature rise, the detector must operate when the temperature has reached somewhere between 54°C and 78°C, and in the type depicted in Figure 1 this requirement is met by having a fixed stop for the slow element, so that contact will be made even if the rate of rise is very low.

Heat detectors are available also as 'line' devices with an extended sensing element (which may be over 100 metres long). In some line detectors the alarm is triggered when any one point along the line exceeds the alarm condition (eg, the occurrence of fusion in a fusible line); other types are based on a cumulative effect, a moderately high temperature along a large length of line, producing the same results (eg, a pressure rise within a sealed pneumatic tube) as a very high temperature along a short length.

Heat detectors are, generally speaking, the least sensitive of all detectors, since they operate only after the fire has given off sufficient heat to produce the required appreciable rise in temperature in the protected area. Other, more sensitive, systems depend for their operation on the smoke or radiation from the fire.

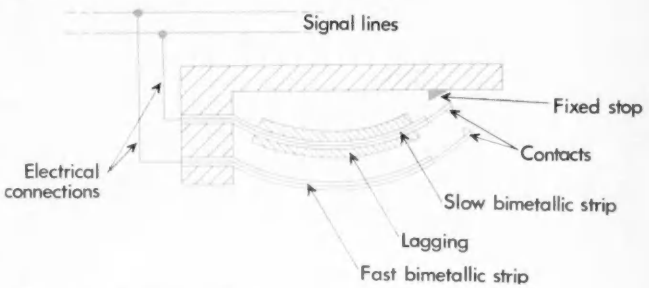



*Figure 1. Typical 'rate-of-rise' heat detector.*

## Smoke detectors

Smoke may be detected either optically or by its effect on ionisation currents within the detector.

Optical detectors rely either upon the obscuration of a light source by the smoke or the scattering of light by the smoke. In the obscuration devices smoke causes a reduction in the light falling upon a sensing photo-cell; in the scatter detectors the cell is normally dark and receives light only when scatter occurs from smoke. The main difference between the two types is in their size: obscuration types conventionally use long light beams, to ensure that the smoke reduces the intensity of the beam sufficiently to activate the alarm; in contrast, scatter detectors can be satisfactorily contained in quite small housings. Both types can operate only where the smoke is optically active—ie, contains particles at least comparable in size with the wavelength of the light used.

Ionisation-chamber smoke detectors incorporate a small radioactive source which ionises the air between two electrodes, allowing a small current to flow when a voltage is applied between the electrodes. The presence of smoke particles hinders the flow of the ions between the two electrodes, leading to a reduction in the ionisation current, which triggers off the alarm. The ionisation-chamber smoke detector has been shown to be very sensitive to small smoke particles (such as are produced in the earliest stages of a fire), but has a lower sensitivity to larger particles. Because of this dependence on particle size, ionisation-chamber detectors are more

sensitive to freshly produced smoke than to aged smoke in which the small particles have clumped together to form larger particles; hence, although ionisation-chamber detectors tend to be more sensitive than optical types when the smoke is fresh, the difference decreases or reverses as the smoke ages. Certain types of smoke (particularly that resulting from pyrolysis of P.V.C.) seem to contain few small particles, and in this environment the sensitivity of the ionisation detector is low.

*Figure 2. Typical smoke detectors.*

## Flame detectors

The rapidity of detection of both heat and smoke detectors is governed by the time taken for the heated gases or the smoke to travel from the fire to the detector. An alternative system which cuts down the time to detection is based on response to the infra-red or ultra-violet radiation generated by flames—radiation which travels at the speed of light. Detectors of this type should be installed, however, only when it is virtually certain that any fire will emit flames.

Measurements of the radiation spectrum of flames show that most of the energy is emitted in the infra-red region, but that the spectrum extends well into the ultra-violet. Most of the commonly used flame detectors work in the infra-red, but unfortunately there are many non-fire sources of infra-red (tungsten lamps and the sun, for instance), and some method of discriminating against these sources may be required. The most usual method is to build in a recognition of the characteristic flicker of flame, but an even greater improvement in discriminatory capacity is obtainable by ensuring that the detector continually scans the protected area, so minimising background signals by the fact that only a part of the area is being observed at any given moment. Even when fitted with a flicker-sensing component, however, infra-red detectors may still produce false alarms if steady radiation sources are modulated in some way or other: devices have been activated, for instance, by reflections of the sun off rippling water.

Ultra-violet-sensitive detectors are normally designed to be sensitive only to radiation at wavelengths less than 0.27 nm. Solar radiation in this region is absorbed in the ionosphere, and these wavelengths are not transmitted by normal glasses. False alarms are thus less likely than with infra-red detectors, and flicker discrimination is usually unnecessary.

Flame detectors are particularly effective in detecting liquid-fuel fires, or fires in the open air, where there is no ceiling to confine smoke or hot gases from the fire (which would tend to screen the flames). They will not detect smouldering fires, and, where the risk of such fires exists, they must be supplemented by other types.

## Laser-beam detectors

In an attempt to reduce the cost of protecting large areas, the Fire Research Station has recently developed a fire detector based on the effects of combustion gases on a beam of light from a gas laser (see Figure 3). Beam lengths of up to 100 m have already been used, enabling one detector to cover an area of up to 1,000 m$^2$. The laser beam is directed on to a masked photo-cell. In the event of a fire, gases from the fire cause the laser beam to shimmer, and the shimmering causes the output from the photo-cell to fluctuate rapidly, so triggering the alarm. Practical laser-beam fire detectors use a reflected beam, with the photo-cell and the laser alongside each other, since this arrangement gives a sensitivity which is independent of the position of the fire. In a further refinement, measurement of the absorption of the beam as it traverses the protected area enables smoke to be detected, so that the device works satisfactorily also with fires which produce little heat but much smoke.

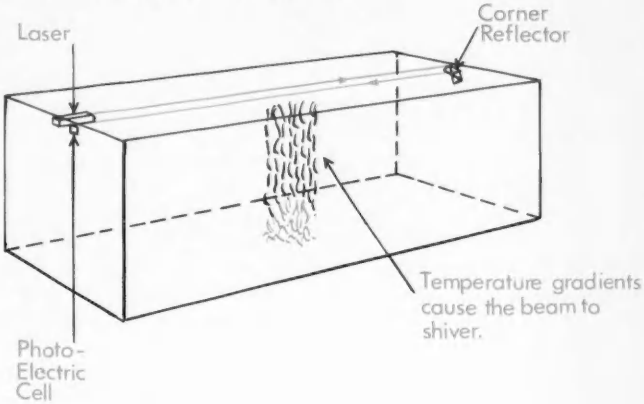



*Figure 3. Laser-beam detection system.*

## Control and indicating equipment

The counter-measures which follow detection of a fire are the function of the control and indicating equipment. This equipment also contains the power supply and the fault-monitoring system. The detector has, of course, to maintain its watch for fires even in the event of failure of the main power supply, and such systems are therefore normally provided with a standby supply. Failures in the system must obviously be identified as soon as possible, both to maintain the protection and to prevent false alarms, and this is the role of the fault-monitoring unit.

When a fire is detected, the control equipment will switch on the local alarms, and in most systems will inform the fire brigade, either by a direct line link or, more cheaply but less reliably, by an automatic 999 dialler. In a large installation the detectors will be arranged in a number of zones, and the indicating equipment will show the zone in which a fire has occurred so that fire fighting can be carried out more swiftly.

A fire-detection system *on its own* is, however, almost useless. The strength of a detection system lies in its ability to bring fire-fighting effort into action rapidly, before the fire becomes uncontrollable. This ability depends on: the size of the fire when first the detector operates; the time taken for fire-fighting to start; and the rate of spread of the fire in this time. If your risk is one in which a fire is likely to spread rapidly, and if you are situated in a rural area, some considerable distance from the nearest fire station, then detectors are not sufficient; you also need an automatic extinguishing system. But, given the right sort of risk, with short fire-brigade attendance times, detectors will give you good fire protection at an economical price.

**More information:** Mr. P. E. Burry, Detection and Electronics Section, Fire Research Station, Borehamwood, Elstree, Herts. Tel: 01-953 6177.

# Warren Spring's On-Stream Analytical Applications Unit

## A Service to Control-Instrument Manufacturers and Process Industries

The On-Stream Analytical Applications Unit was formed at Warren Spring Laboratory to provide control-instrument manufacturers, and the process industries and other users, with a specialist facility for development and operational testing of devices intended for on-line use. Its facilities are backed up by the Laboratory's wide experience in the fields of mineral processing, chemical engineering, metals extraction, bulk materials handling and control engineering, and by the extensive knowledge and expertise available on analytical techniques and computer applications.

The work undertaken by the Unit can be classified broadly under two heads: repayment projects and collaborative projects. In the case of a repayment project, the work is charged for in full, and is carried out in strictest confidence, the results being reported only to the commissioning company. Collaborative projects are undertaken on a cost-sharing basis. In the latter case, an instrument manufacturer and a user might, for example, agree proposals with the Unit for investigation of problems requiring new methods of analysis (or adaptations of existing methods) of major importance also to industries other than that of the particular user, and the scheme of work would include arrangements for sharing the cost between the three parties, and would normally lead to the development and marketing of a new type of on-stream analytical instrument. If a company decided to use its own staff on any stage of a project, the Unit would be willing to support the work by acting as consultants.

Projects range in time and complexity from a simple initial feasibility study in a laboratory environment, through pilot-plant studies, to full-scale field trials, and installation and checking out of equipment in a plant. The notes given below provide some indication of the services which the Unit offers and the facilities at its disposal.

### X-ray fluorescence analysis

The Unit possesses three types of X-ray fluorescence equipment for on-stream industrial analysis: (1) X-ray-tube equipment, which can determine up to 12 elements simultaneously —at concentrations down to 0.001 per cent—in slurries, liquids and powders; (2) equipment employing a radio-isotope as the X-ray source—developed to provide a sensor smaller and less complex than the tube type, and hence compact, robust and portable enough to operate at any required location, though with a higher limit of detection; and (3) intermediate between the other two in complexity and performance, equipment incorporating semi-conductor X-ray detectors, based on either radio-isotope or tube sources. Radio-isotope X-ray instruments can be used to determine all elements from potassium upwards in the periodic table, and tube devices elements from aluminium upwards.

The Unit has used fluorescence analysis for such applications as determination of iron, copper, zinc, molybdenum, niobium, tin, barium and lead in ores; potassium and titanium in clays; and titanium in paper pulp.

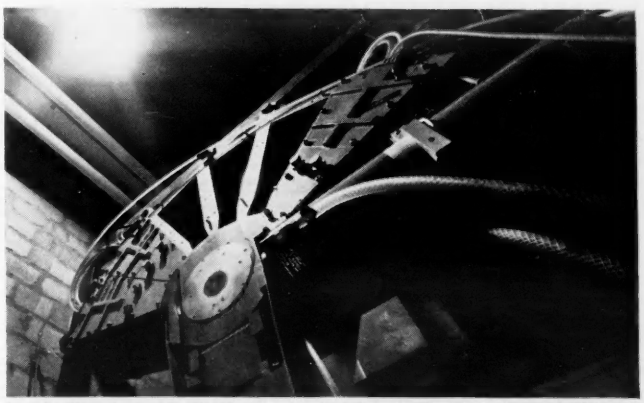
### X-ray diffractometry

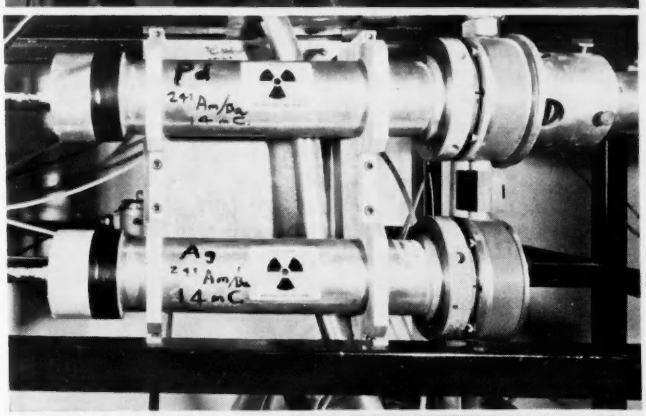
Applicable to determination of the concentrations of compounds present in the process stream as crystalline phases, X-ray diffractometry is a practical proposition in such applications as determining the mineral content of the more valuable ores (eg, at the concentration stages) in the mineral-processing industry, establishing the relative amounts of different iron oxides present in iron-ore sintering, or contributing to control of the compound cement clinker in cement manufacture.

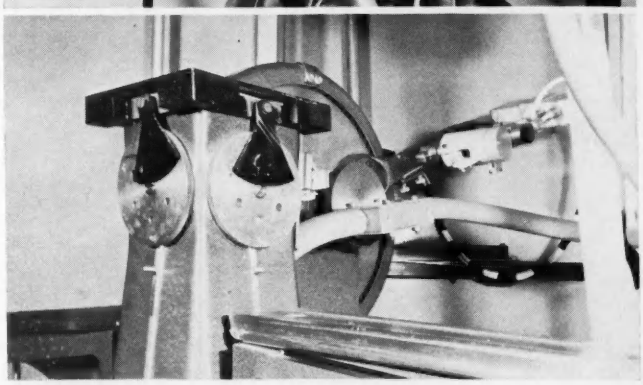
### Particle-size analysis

One major source of error in X-ray fluorescence analysis of slurries is variation in the size of the particles in the process stream. To overcome this effect, WSL has developed a sensor which employs two X-rays of different energy. One ensures that the transmitted intensity through the slurry is particle-size dependent and the other is selected to be independent of particle size, and the ratio of the two intensities provides a means of monitoring changes in mean particle-size independently of the solids content or flow rate of the slurry. This system is versatile enough to encompass fluidised beds or particles entrained in gas streams, but it is normally sensitive only to particles containing major amounts of such heavier

*Top to bottom: Multi-channel X-ray fluorescence spectrometer used in on-stream analysis of cement and mining products. Radio-isotope X-ray fluorescence system employed in on-stream analysis of mineral slurries. On-stream X-ray diffractometer used for continuous monitoring of phase changes.*





 (*continued from page iii*)

elements as zinc or lead. A more recent version, however, is applicable to particles containing elements ranging from potassium upwards in the periodic table. Depending on the particle and matrix composition, the particle sizes measurable range from less than 1 micron to several millimetres.

On-stream particle-size measurements have been made on iron ores, heavy minerals and feldspars.

### Neutron-activation analysis

In neutron activation the sample is irradiated with neutrons, and, as with X-ray fluorescence, secondary emission from the specimen characterises its elemental composition. In contrast to X-ray fluorescence, however, secondary emission does not occur simultaneously with primary radiation (so that irradiation and measurement can be carried out at different locations), and there are no adverse particle-size or mineralogical effects. Limits of detection are relatively high (in the percentage rather than the trace-amount range), and, to date, the technique has not been applied to on-stream analysis within the Unit. Considerable experience has, however, been gained in demonstrating the feasibility of using an isotope-source system for control analyses within both mineral-processing and chemical plants.

### Sample handling

In WSL's Materials Handling and Mineral Processing groups the Unit has access to considerable expertise in sampling and presenting gases, liquids, slurries and powders to on-stream analytical instruments. Sampling and presentation systems can be tested in the Laboratory's pilot plant under full process-control conditions, using samples of the sponsor's process material.

### Data handling

Since very few on-stream process-control analysers provide analog output signals linearly related to the quantity being determined, the output has to be processed in some way to obtain a meaningful analytical result. Stored-program devices —commercially available as so-called low-cost computers— are ideally suited to this task: they can process the input data, calculate the results and print out the analyses as they become available; incorporating simple analyser control functions, they can carry out periodic standardisation and calibration checks; they can simplify operation of the analytical equipment; and their programs can be made to embody error checks. The Unit has considerable experience in the use of these low-cost computers, and has developed its own flexible suite of programs.

### Other facilities

Though the Unit's experience is mainly in the inorganic field, it is no stranger to organic analysis, and the Laboratory has pilot-plant experience of on-stream gas chromatography, mass spectrometry and infra-red analysis, and has developed a new type of on-stream infra-red analyser for liquids, based on a multi-attenuated total-reflectance technique.

**More information:** Mr. J. M. Bakes, On-Stream Analytical Applications Unit, Warren Spring Laboratory, Gunnels Wood Road, Stevenage, Herts. Tel: Stevenage 3388.

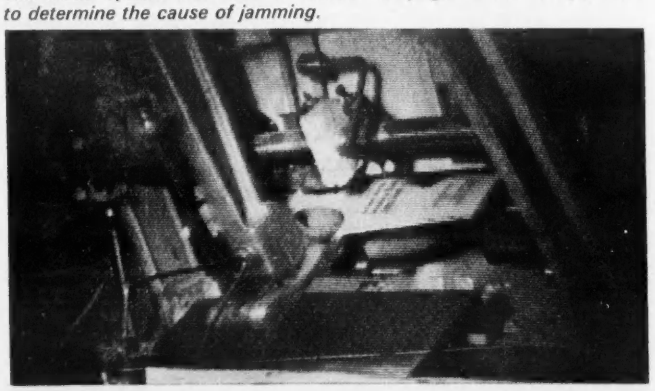
# CUSP's High-Speed Television Recording System

## Motion-analysis equipment permitting immediate stop- or slow-motion replay

### The problem

High-speed cinematography—perhaps the widest used (and certainly the best known) method of recording rapid movements for subsequent examination in slow motion—has proved an excellent motion-analysis tool in many applications. In many others, however, it suffers from two serious drawbacks. Limitation number one: The phenomenon under investigation might occur only sporadically and infrequently, and 'catching' it by photography could well entail a whole day's hopeful camera surveillance, with reel after reel of film recording nothing but the normal sequence of events. Of course, one might strike lucky in the first minute, but the gamble more often than not would turn out to be prohibitively expensive. Limitation number two: In high-speed cinematography the film has, of course, to be developed before it can be viewed, which means that there is at least a day's lapse between recording the events and analysing them. This delay might not matter in some cases, but in others (eg, where an investigation entails individual examination of a large number of interdependent events, each controlling the behaviour of its immediate follower) it can protract the analysis to an unacceptable length.

*Monitor display of a machine printing telephone-directory pages. The CUSP system was used to 'watch' the page-extraction operation to determine the cause of jamming.*



The need therefore is for some system of recording an ephemeral phenomenon on a medium which would allow immediate, and repeated, slow-motion playback, and which could, when the recording was no longer required, be 'wiped clean' ready for re-use. To meet this need, the Royal Aircraft Establishment's Central Unit for Scientific Photography turned to closed-circuit television. The choice needs little explanation. In principle, television, in combination with a video-tape recorder, should satisfy both requirements: the tape can be used over and over again, enabling the system to be run, at little cost, for as long as needed to record any unpredictable intermittent event; and there is no delay in analysis, since playback is immediate. Practice is, however, a very different matter from principle, and previous attempts to develop television systems for this purpose had not been very successful, largely due to blurring of the image when the rapid movements were recorded. Three factors were largely responsible for the blurring: (1) the relatively low picture rate (25 per second) obtainable from the cameras available; (2) the long exposure time ($\frac{1}{25}$ second) required to produce each picture; and (3) the high—25 per cent—photoconductive

*CUSP's high-speed television recording equipment. Left to right: video-tape recorder; monitor (showing a picture of the clock mechanism used as the object under investigation); synchronising pulse generator; electronic flash; object (clock mechanism); camera.*

lag (ie, the amount of ghost image from the preceding picture remaining in the succeeding one) characteristic of the camera tubes available.

### The problem solved: the CUSP system

CUSP overcame the first of the three limitations by modifying a small, cheap, commercial closed-circuit camera to raise the picture rate to 100 per second. Obviously there are many applications requiring a higher rate than this, but, to increase the picture rate further, one would first have to broaden the electrical bandwidth of the video-tape recorder in order to accommodate the higher number of pictures. Picture rate is hence limited by the tape recorders available. The recorder used by CUSP has a bandwidth of 5.25 MHz (the pass band required for colour pictures in Europe), and the line and field frequencies were chosen to produce pictures with 200-line resolution in both horizontal and vertical directions.

Even at a picture rate of 100 per second, however, the second limiting factor still obtained, since the exposure time was decreased only to 10 milliseconds—far too long to freeze the motion of a fast-moving object. The obvious solution was to ensure that the television camera saw the object only for a very brief time once per scan. But how to do this? Two methods were developed. In the first the object is 'shown' to the camera by an electronic flash synchronised with the camera field frequency—so providing an exposure time as short as 3 microseconds every frame. In the second, which was devised for applications not permitting the use of an electronic flash (eg, outdoors in sunlight), virtually the same effect is achieved by placing in front of the camera lens a rotating disc containing eight radial slits, which expose the object to the camera for about 1 millisecond per picture. The shutter is synchronised with the camera frame by a simple system based on the use of a stepping motor. Where the application demands it, however, both shutter and flash can be synchronised with the object being investigated rather than with the picture frame rate, so enabling the action to be viewed stroboscopically.

The third problem—that of photoconductive lag—was minimised by employing a Plumbicon camera tube, which has a lag of only 5 per cent, and also offers the bonus of a higher sensitivity than hitherto available.

### Applications

The CUSP system consists of a camera, electronic-flash equipment, a synchronising pulse generator (which provides the line and field pulses for the camera and synchronises the electronic flash), a video-tape recorder and the picture monitor. The tape recorder is a helical-scan machine with 1-in. magnetic tape which gives 1 hour's recording time and can be re-used about 100 times. The monitor, on which the replays are displayed, incorporates modifications enabling two successive pictures to be shown, and hence compared, on the one screen.

Operating experience has confirmed that picture quality is more than adequate for most purposes: it is not quite up to the standard of 16-mm. cinematography, but any deficiency in this respect is largely offset by the fact that, in contrast to cinematography, the picture can be monitored as soon as recorded, so allowing image size, lighting and viewpoint to be adjusted to optimise recording conditions. The CUSP system and cinematography are, in any case, expected to complement each other in many applications—time and money being saved by using television for the initial investigations, and then photography to obtain a permanent high-quality record or a higher frame rate. The television immediate-replay facility also provides a valuable means of revealing, virtually instantaneously, the effect of any adjustment to a machine or an experiment, and has, indeed, already been used commercially for this purpose (eg, in setting up automation equipment for packaging articles coming off a production line and for bottle labelling).

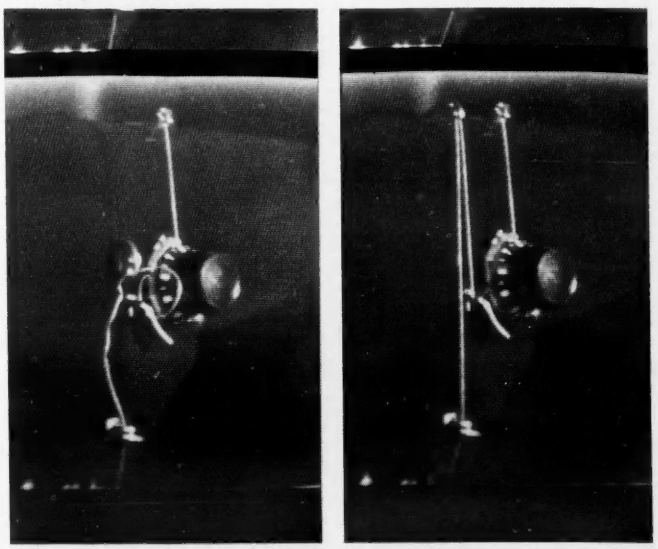
CUSP itself has proved the system's worth in a range of commissions from Government organisations. For instance, in recording the course of aircraft seat-ejection tests; in following the behaviour of missiles fired from aircraft; in exploring the cause of sporadic and infrequent jamming of machines printing telephone-directory pages; and in determining whether ice present on the exterior of a helicopter gas-turbine intake could be ingested during engine operation.

The CUSP system is being manufactured under licence by Aston Electronic Developments Ltd.

More information: Central Unit for Scientific Photography, Royal Aircraft Establishment, Farnborough, Hants. Tel: Aldershot 24461, ext. 3000.

Mr. D. N. Jones, Aston Electronic Developments Ltd., Vapery Lane, Pirbright, Woking, Surrey. Tel: Brookwood 2543.

*Photographs of slow-motion playbacks of sewing-machine thread 'caught' by the CUSP recording system with the needle in the 'down' and 'up' positions.*



# THE after its first five years

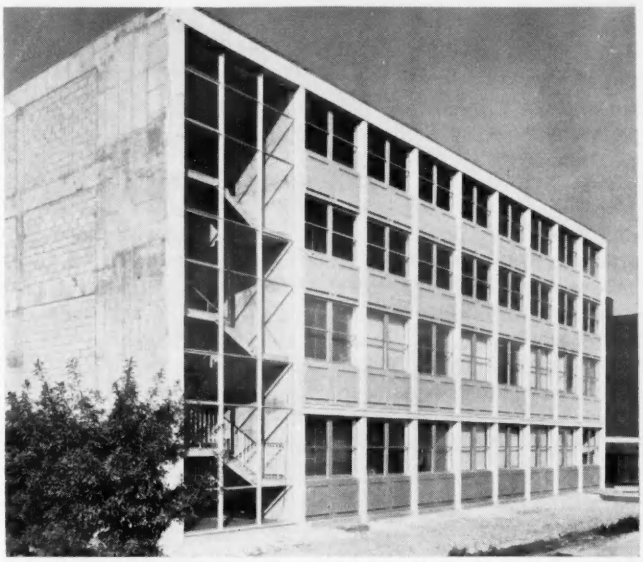
by Gordon Gaddes
Head of Export Services, British Standards Institution

THE aim of Technical Help to Exporters (THE) is to assist exporters to meet successfully the problems raised by overseas technical requirements. Overseas national standards, *de facto* and *de jure* regulations, codes of practice, certification systems, and inspection and testing procedures present the exporter with a complicated situation which is costly to comprehend.

The standard product designed for the UK market will not be necessarily accepted overseas. There may be aspects of its design and/or performance which are unsatisfactory. It is a costly business to find out what technical requirements may apply and to take the necessary remedial action; but not to find out at the research stage may cause irreversible set-backs, the exporter losing both money and face when his product is rejected at a later stage. THE was established with government support to make it easier for the exporter to comprehend and overcome certain technical obstacles.

Through a systematic programme of research overseas THE engineers collect appropriate information, which on return to the UK is assimilated, synthesised and written up in the form of technical digests. At the present time 141 such digests have been published covering 38 countries and a further 61 are in preparation. The product fields covered include buildings, boilers and pressure vessels, cranes, and electrical and gas equipment. Additionally, new fields being developed at present include: electronics—data transmission; radio interference suppression; motor vehicles; and noise and guarding.

While about one-third of the time of engineers is spent in the planning, travel, research, assimilation, authorship and updating functions connected with overseas work, two-thirds is spent in working on inquiries arising from UK exporters of a wide range of products. Out of all this work there has been developed a valuable data bank with related library facilities. As a result any UK exporter faced with the problem of overseas technical requirements may be able to save much time and money by approaching THE.



*The Sherfield Building at the British Standards Institution's Hemel Hempstead Centre is occupied by Technical Help to Exporters, which began work at Hemel Hempstead five years ago with one engineer on the staff. Now 16 engineers are supported by a staff of 43. The building was recently opened by Lord Sherfield, BSI President, in honour of the work of Mr. H. A. R. Binney, Director-General of BSI from 1950 to 1970, who established testing and export services at Hemel Hempstead.*

## Positive assistance

Some positive examples of assistance may be of interest. A manufacturer of catering equipment exporting overseas for the first time found the technical digests and inquiry service essential to his successful first efforts. An exporter of lampshades meeting an inspection problem in the Federal Republic of Germany turned to THE and the resulting negotiations dissolved the problem. An exporter of machinery which had been held up in the docks at Lisbon used THE to obtain acceptance for his product. A potential exporter of fish frying ranges was shown how his product had to be altered to meet technical requirements in the United States of America. Taken all together such types of assistance have related to many millions of pounds of British exports, and the comments received by THE give clear indication of the cost saving implicit in such assistance.

During the last year THE has been broadening its range of publications. Quarterly news bulletins have been introduced for members, as have information sheets. The information sheet is a means of conveying technical information which does not lend itself to the technical digest medium, because of such factors as brevity and an urgent need for dissemination. Introduced as a facility for members, information sheets are to be available in October for sale to other firms. An additional type of publications service being developed relates to translations and it is hoped to accelerate our work in this area over the coming months.

Finally, a market analysis of the United States of America has just been published. During the period 1969/70 THE faced the problem of having to plan a programme of technical research in the United States; the valuable time of engineers had to be used in areas likely to yield the best returns to British exporters. As no satisfactory basis for decision making was available anywhere, research was commissioned which has been invaluable to planning.

This research has now been published in a document of considerable value to any exporter assessing the USA for the first time. Equally, it will be of value to firms with a hold on part of the market and trying to assess further penetration. Whilst the survey makes no claim to measure extent of market potential for particular products, it does focus attention on the major concentrations of consumer and industrial purchasing power within this vast continental market. An assimilation of the report can provide the base for further research, and in this respect will both save money and assist in reaching appropriate marketing decisions. *Market Analysis of the United States of America* costs £10, and there is a 30 per cent discount for members of THE. If this new venture is successful, other reports will be published arising out of work commissioned for similar reasons.

Technical Help to Exporters is now at an interesting stage

of development. Moving rapidly away from the free service concept, it is diversifying its work in response to both the needs of UK exporters and the identification of revenue-earning opportunities. Within THE it is felt that more resources will be allocated to individual, special projects identified with trade associations, government departments, and groups of interested firms. Such projects will involve anything from two to six months' work and each project will be self-financing.

### A unique organisation

At the present time four such projects are under negotiation. Special projects, plus a wider range of publications work, and the further development of the successful new THE membership scheme will enable the attainment of the revenue targets set by the Department of Trade and Industry. Other major problems to be resolved during the coming months will include refinement of the process of updating technical digests and prime library documents, and development of the new fields of research indicated earlier.

The present very considerable international interest in Technical Help to Exporters emphasises that a unique organisation has been produced through co-operation between the British Standards Institution and the UK Government. World information grows very rapidly, becomes more complex and needs ever more careful charting and assimilation. In its research, publications, advisory and negotiations work THE has become an information specialist on behalf of UK exporters.

**One problem has not been mentioned, however, and it is the most serious one yet to be faced. This work and its meaning has to be understood not only by technologists but also by administrators, marketing personnel and economists. Only through such understanding will come the integrated, multi-disciplinary approach to overseas marketing which is required to maximise efficiency. To promote understanding of the problem of technical requirements BSI has further to develop an educational role, penetrating the curricula of universities, colleges and professional institutions, and becoming involved in intensive promotional and liaison work.**

For those who wish to know more about the services of Technical Help to Exporters which are available to all UK exporters, full details are obtainable from the Liaison and Sales Section, Technical Help to Exporters, British Standards Institution, Maylands Avenue, Hemel Hempstead, Hertfordshire (Tel: Hemel Hempstead 2341; telex 82424).

# news

### Metrication seminars in Manchester

IN conjunction with the Metrication Board's 'Going Metric' exhibition at the Building and Design Centre, Manchester, from September 28 to October 16, the British Institute of Management has organised three one-day seminars and three half-day forums. The seminars, which will be held at the Grand Hotel, Aytoun Street, Manchester, are: Managing metrication matters (October 1); Training the trainer for metrication—a case study (October 5); Metrimania—real or imaginary? (October 11). The forums, which will be held at the Building and Design Centre, 115 Portland Street, Manchester 1, are: Top management and metrication (September 28); Metrication in the machine shop (October 4); Textile industries metrication forum (October 7).

**More information:** North West Regional Manager, British Institute of Management, 230 Royal Exchange, Manchester M2 7DD.

### Birniehill courses on Group Technology and Pump Testing

NEL's Birniehill Institute is organising two courses in October. The first course (fee £15), to be held on October 13, will consist of lectures, discussions and tutorial exercises covering the implementation of Group Technology—mainly in the manufacturing field, though the principles will be also extended to other areas, including the design office and production planning and control.

The second course—a two-day one (fee £25), taking place on October 26 and 27—will be devoted to pump-testing methods, and is aimed at engineers engaged in the layout of test circuits, testing of pumps and inspection or witnessing of tests. The sessions will cover the following subjects: introduction to pump testing; pressure and power measurement; flow measurement; design of pump test circuits; pump testing for R and D; test-data analysis. The lectures will be augmented by visits to appropriate divisions of NEL, and the course will be followed (on October 28) by a one-day conference (fee £15) at which advanced pump-testing developments of interest to manufacturers and users will be discussed, the conference speakers being drawn mainly from industry.

**More information:** The Course Organiser, Birniehill Institute, National Engineering Laboratory, East Kilbride, Glasgow. Tel: East Kilbride 20222, ext 570.

### Facing up to fire

THE Fire Protection Association is running a specialised five-day course in November for managers and works staff concerned with production, plant, maintenance, design and buildings, as well as for works fire and safety officers. The syllabus covers fire hazards and behaviour of fire in various materials; detection, control and extinction of fires in different materials and environments; dust explosions; safe electrical equipment; ventilation; controlling fire spread; and planning fire protection as a management function.

An important feature of the course is active participation by members in syndicates, considering fire-risk management in imaginary, but realistic, process plants and storage areas. These will be of particular interest to firms in the process industries. Considerable use is made of visual aids. The course starts at Elvetham Hall, Hartley Wintney, Hampshire, on November 7, and the fee, including full accommodation, is £58.

**Booking forms from:** The Secretary, Fire Protection Association, Aldermary House, Queen Street, London EC4N 1TJ.

### Problems of fire in high-bay warehouses

HIGH-BAY warehouses have brought with them new fire hazards. The height of the racks (heights of 100 ft. are not unusual) makes access to fire in the upper cells extremely difficult and dangerous; the narrow aisles increase the risk of fire spreading from one side to the other; and in most cases the goods stored are highly combustible. Written by C. E. Williams for the benefit of engineers and companies faced for the first time with such fire risks, *Problems of Fire in High-Bay Warehouses* reviews the present state of legislation and technology in chapters covering such aspects as: restrictions which may affect warehouse layouts; Local Authorities' and Chief Fire Officers' restrictions; restrictions which may be imposed by recommendations of the Fire Offices' Committee and insurance companies; fire-protection technology; and cost of fire protection. Available (£2.00) from Information Centre, National Materials Handling Centre, Cranfield Institute of Technology, Cranfield, Bedfordshire. Tel: Cranfield 323.

### *1970 Heat Bibiliography*

THE 1970 edition of the *Bibliography*, which has been prepared by the Fluids Group of the National Engineering Laboratory, is now available (£4.20 or £4.42½ by post) from HMSO. It is in an improved form, and for the

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first time includes an exhaustive survey of heat pipes. Most aspects of heat and mass transfer are given comprehensive coverage, as are such related subjects as heat-transfer plant and equipment, chemical and physical properties of relevant substances, and thermodynamics. The 7,500 international references are grouped alphabetically under 12 main subject headings, and authors are also arranged alphabetically within each section.

## Understanding new tolerance concepts for metric screw threads

THE British Standards Institution has collaborated with a commercial company to produce a visual aid programme explaining the tolerancing system for ISO Metric Screw Threads. Producers of the sound-synchronised slide programme are Industrial and Commercial Education Macmillan Limited.

One of the main differences between the ISO metric thread system and the traditional British systems is that, although the root radius is not included in the basic profile, limiting radii are specified in the derived maximum and minimum material forms of the British Standard metric thread. There is only one basic major diameter and one basic pitch (effective) diameter, to which deviations can be applied for obtaining limiting sizes for special purposes. This is a result of a change in basic theory of thread forms and this new theory is explained in logical progression in the visual aid.

Two versions have been produced: one with 35-mm colour slides, taped commentary and viewers' booklet at £8.50; and a cheaper version with film strip replacing the 38 slides at £5.80.

**More information:** ICEM Ltd., Midmoor House, Parkshot, Richmond, Surrey. Tel: 01-948 0251.

## Detection of toxic substances in air

THREE booklets published by the Department of Employment under the overall title of *Methods for the Detection of Toxic Substances in Air* are now available (16p net) from HMSO. They are intended primarily for works officials, medical officers, chemists and other persons concerned with chemical plant, and the tests described are designed to give a rapid indication of whether or not the atmosphere is dangerous rather than an extremely accurate determination. Booklet No. 14 deals with detection of lead and compounds of lead; Booklet No. 23, detection of acetone; and Booklet No. 24, detection of isophorone.

## Information for crane exporters

CRANES are the subject of the latest Technical Digest published by the Technical Help to Exporters service of the British Standards Institution. The Digest is No. 1521, series 1, issue 1 'Cranes to the Republic of Singapore', and, like others in the series, it provides vital information on the technical regulations which affect the export of cranes to that country. The Digest includes the procedure for equipment approval and acceptance and also the addresses of organisations in Singapore which the exporter is likely to have to contact. Inquiries concerning this Digest, or any other aspect of the comprehensive technical information service operated, should be addressed to Technical Help to Exporters, BSI, Maylands Avenue, Hemel Hempstead, Herts. Tel: Hemel Hempstead 2341.

## Control system for papermaking

ACCORDING to a study conducted by Pira for the Department of Trade and Industry, a potential total saving of over £6½ million a year could be achieved by British papermakers using a Profile Analysis and Recording Control System (PARC). The PARC principle, which involves profile measurement of substance, caliper and moisture on the throughput of paper and board machines, increases control, and hence enables paper and board to be produced with a better level and less total variability than hitherto. It is estimated that 60 per cent of UK paper machines could benefit by savings of about £2 per ton of product.

The PIRA study appraises the application of the principle in British mills, and the prospects for constructing and marketing a system for use on existing machines and those expected to be constructed over the next few years. The technical and economic advantages to be gained from applying the PARC system are assessed, and it is concluded that use of the system could halve the present total, and CD, substance and caliper variations. The report of the study is available (price £2) from The Publications Department, Pira, Randalls Road, Leatherhead, Surrey.

## Automatic weld-size control

A NEW method of weld correction for resistance spot welding has been developed by The Welding Institute, Abington Hall, Cambridge. The system is simple and inexpensive, and can be applied to standard machines, where it replaces the time and heat controls.

By using a preprogrammed envelope for current control the weld duration is determined by the head movement resulting from thermal expansion. Provided that the weld expansion is detected, tests with single spot welds in 0.9-mm (20-swg) mild steel have shown that the transformer voltage (tapping) and electrode load can be varied over wide ranges of ± 25 per cent and ± 50 per cent respectively, without resulting in either a stuck or a splashed weld. The system also corrects for changes in the electrode tip size, for the effects of shunting and for variations in the sheet surface condition. The correction method is based specifically on the expansion of the weld nugget, the primary factor being the rate of expansion which is used to control the weld duration.

In addition the system can be readily adapted to provide a monitoring function as well as automatic weld correction, so that, in the event of failure to correct sufficiently, a faulty or suspect weld is indicated.

The device was developed in the course of a continuing series of investigations into the weld-quality control of resistance-welding machines. Patents on features of the system have been granted to The Welding Institute, and Research Members have been offered non-exclusive licences. The first licence has been granted to Weld-Equip N.V., Helmond, Holland.

**More information:** The Welding Institute, Abington Hall, Abington, Cambridge CB1 6AL. Tel: Linton 162.

## WSL's ocean-going oil-dispersion equipment commercially available

FOLLOWING the recent agreement permitting Biggs Wall & Company Ltd., Hitchin Road, Arlesey, Beds., to manufacture and supply inshore and beach units designed and developed by Warren Spring Laboratory, Stevenage, for clearing oil pollution, further arrangements have now been concluded enabling the company to produce also the larger, deep-sea, equipment for operation from ocean-going tugs or other vessels. The deep-sea equipment is basically similar in design to the inshore unit. The low-toxicity dispersant is pumped to the spray nozzles on the booms projecting from each side of the vessel by means of a 1½-in. positive displacement pump. Three nozzles on each boom ensure wide and even distribution of the dispersant under deep-sea conditions, and three trailing surface breakers provide the agitation necessary to produce an emulsion suitable for dispersal. The mounting which secures the unit to the vessel incorporates gimbals to stabilise the booms during operation in heavy seas.

## WSL's rheological services

**We hope to publish the sequel to the August issue's article on Warren Spring Laboratory's rheological services in a future issue of *New Technology*.**

**More information:** Where possible, items in *New Technology* indicate the best sources of further information. Readers are advised also to seek information on matters relating to *New Technology* from the following DTI regional offices: Edinburgh, 031-225 1822; Cardiff 62131; Newcastle upon Tyne 27575; Manchester, 061-832 9111; Leeds 38232; Nottingham 46121; Birmingham, 021-643 8221; Bristol 21071; London and South East, 01-684 9781; East Anglia, 01-828 4355. In Northern Ireland, information is given by the Dept. of Industrial and Forensic Science, Belfast 21722.

**Editorial Office:** Department of Trade and Industry, Room 439, 1 Victoria Street, London S.W.1. Tel: 01-222 7877, ext. 2620.

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# Trade links strengthened during 'new look' Hamburg Week

**The British Trade Week in Hamburg was opened on September 17 by Mr. John Davies, Secretary of State for Trade and Industry. The official opening took place in the Albert-Schaefer Saal of the Hamburg Chamber of Commerce in the presence of Burgermeister Kern, the Vice-President and other officials of the Chamber of Commerce, the British Ambassador and dignitaries of the City of Hamburg.**

THE aim of the British Trade Week in Hamburg, jointly sponsored by the Department of Trade and Industry and the BNEC Export Council for Europe, was to strengthen the links between the United Kingdom and the City of Hamburg in all sectors of commerce and trade, including banking, insurance, shipping, tourism, capital plant and machinery and consumer goods.

At first sight, the Hamburg scene looked much like that of any other 'British Week' venue with shops full of British goods amid a splendid array of flags and traditional decorations. But the change of title was indicative of this new style British promotion—with the emphasis this time very much on 'trade' in the broadest sense. This change was strongly marked by the concentrated programme of symposia, dinners and discussions at which leading representatives of commercial and technological bodies from the United Kingdom met their opposite numbers in Hamburg, the intention being to provide a meeting point of like minds for the exchange of views and know-how. The outstanding success of these ventures was borne out by the numbers of leading German industrialists who participated in the various events arranged.

Germany sees Britain on the threshold of entry into the European Economic Community and to the anglophile Hamburgers, the timing of the British Trade Week was ideal for developing further their long standing ties with the UK especially in the fields of commercial banking, insurance and shipping in which Britain's established pre-eminence is acknowledged throughout the world. The future working of the EEC has undoubtedly been the main theme running through all the speeches made during the opening of the Week. This trend was firmly set by Mr. Davies himself in his 40-minute lecture to members of the distinguished Ubersee Club on the eve of the opening of the British Week.

An important pre-event of the Week was the conference held for German businessmen under the title 'Britain as a Business Partner', organised by the *Financial Times* and the BNEC. The conference was opened by Lord Caldecote, Chairman of the Export Council for Europe and Director of the Delta Metal Company who was followed by authoritative speakers who outlined the role of the institutions of the City of London in international business, and the potential for investment in Great Britain for German companies.

## Invited audiences

British expertise was featured also at the Symposium of Advanced Technology organised by the London Chamber of Commerce under the sponsorship of the Export Council for Europe. Invited audiences each numbering about 100 German industrialists expert in their respective fields heard speakers from Britain on a variety of subjects covering air and water pollution, computers, lasers and other new developments in welding and metal cutting techniques, bio-medical engineering and Britain's technical and commercial experience with nuclear power stations.

Other conferences arranged during the week brought together leading experts from Britain and Germany to discuss property development; urban transport; licensing; development of airports; and preservation of ancient monuments. Special dinners were held also for bankers, insurance experts; and representatives of British and German shipping interests.

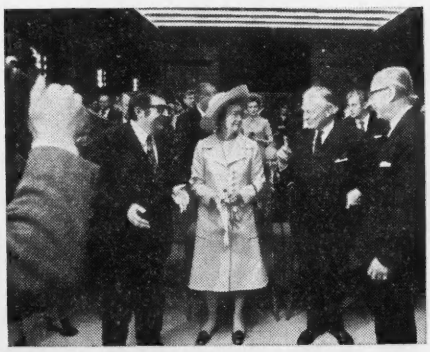
The traditional store promotions associated with British Week events were well to the fore. The target area, centred on the Monckebegstrasse linking the station with the town hall and Hamburg's Bond Street area—Neuer Wall, Grosse Bleichen and Jungfernstieg—presented a vivid reminder that Hamburg was 'selling British'. About 140 high-class specialist shops plus the four large department stores—Karstadt, Horten, Kaufhof and Alsterhaus—in the shopping area, in addition to selected shopping precincts on the outskirts of the city, were bedecked with symbolic British displays and carried a wide variety of British goods. A total of 300 shops and stores were involved in the promotion.

Additional buying by the shops and stores was nearly £1 million. Britain has an established reputation for well-designed high-quality consumer goods and nowhere is this reputation more readily acknowledged than in Hamburg where the range of goods in the shops has been attracting the people of Hamburg to put this reputation to the test.

In addition to the usual 'British Week' flags, Union Jack boxes and characteristic figures, special displays were on view in the major department stores. Karstadt featured costumes from the Henry VIII and Elizabeth R television series as well as animated displays by Rowland Emett, military uniforms and replicas of the Scottish crown jewels. The Department of the Environment's photographic exhibition of ancient monuments was on show at Kaufhof plus a special display of reproduction and modern English furniture. A British pub was installed in Hortens and replicas of the crown jewels were on show.

In support of the consumer goods in the shops, a special 'Living British' exhibition was mounted as a centrepiece to the Trade Week at the Planten un Blomen Exhibition Centre. An area of over 17,300 sq. ft. was devoted to 41 British firms exhibiting household and consumer durable goods including domestic appliances, wall coverings, carpets, china and glass, giftware, jewellery and toys. British furniture and furnishings were most effectively displayed in room settings which were viewed with admiration and interest. The exhibition was organised by the DTI in co-operation with the BNEC, the British Carpets Export Promotion Council and the British Artmetal Manufacturers' Export Group. The Central Office of Information, who were responsible for setting up the exhibition, also designed the typical English pub which proved a most popular attraction among visitors.

*(continued on next page)*



*Mr. John Davies, Secretary of State for Trade and Industry, with Mrs. Davies, being greeted by Herr D. Mayer-Reinach of the Hamburg Authority for Economics and Transport on his arrival at Hamburg Airport for the British Trade Week (left). After officially opening the Week, Mr. Davies shares a joke with Senator Helmut Kern, Second Burgermeister of Hamburg and Senator for Economics and Transport (centre). Mr. and Mrs. Davies are offered British-made sweets during their tour of the Hamburg stores (right).*

## HAMBURG WEEK

*continued*

In the Festhalle adjoining the 'Living British' Exhibition the Clothing Export Council staged a Fashion Spectacular during the first four days of the Trade Week. The showings of this lay and colourful musical production were enthusiastically applauded both for the quality of the entertainment and for the fashion and styling of the outfits and accessories presented, all of which were currently being stocked by the Hamburg stores and fashion outlets.

A Motor Show featuring British cars followed the Fashion Spectacular in the Festhalle for the last five days of the week. This also proved to be a great attraction until the 'Living British' Exhibition closed on 26 September.

No Trade Week would be complete without British bands and in Hamburg the 1st Battalion of the Kings Regiment and the colourful pipers of the Hawick Pipe Band provided musical entertainment in the streets. Six British policemen were on special duties for the Week and two red double decker London buses gave free rides in the City.

Other attractions giving support to the Trade Week included special exhibitions of modern art, antique silverware, British stamps and a Royal Mint coin collection; special performances by the Young Vic Company; presentations of British historical films in addition to a series of British documentary films; and a traditional Jazz Festival. A two-day Anglo-German regatta was arranged and the presence of the frigate HMS *Dido* added British naval support to the Week.

The German press, radio and television gave excellent and enthusiastic coverage to all the Week's activities and the business community of Hamburg wholeheartedly entered into the spirit of the occasion. There is no doubt that the Trade Week was an enormous success at the Hamburg end and it is now up to British exporters to push home the advantages gained by the favourable atmosphere of the Week by taking the vital follow-up action.

# Quality, prices and bright colours admired at SAMIA

### From the British Consulate, Turin

BRITAIN was again represented in Italy at the 33rd Turin International Fashion Fair—SAMIA—held from September 10-13, the first of the autumn fashion fairs. Making the fifth consecutive joint venture appearance, nine members of the British trade participated under the sponsorship of the Department of Trade and Industry and the Clothing Export Council. Although this was the smallest number of firms so far, the British ready-to-wear clothing industry was represented by a wide cross-section of up-to-date collections, which received admiration for quality, prices and bright colours.

Some 480 exhibitors (55 foreign) were present and apart from the British joint venture, the French Federation of Women's Clothing Manufacturers had a section where 13 members exhibited collections. Seventeen thousand Italian and 1,800 foreign buyers also attended the Fair.

All the British firms, after a moderate beginning, were pleasantly surprised with the interest their collections received and many were well satisfied by the end of the Fair, sales having exceeded expectations.

Dott. and Mrs. Gerrard of F. J. Bacon reported a very successful Fair with kilts in great demand; their stand attracted many old, as well as several new, customers and traditional tartans were particularly sought after, with autumn orders principally for lady lengths and minis and super minis in demand for Spring.

Mr. Ring of Brenda Ring was happy with the organisation, the stands and the business he achieved. Long dresses were much admired by many clients and even non-buyers went out of their way to make complimentary comments.

Crochetta were well to the fore with modern ideas in crochet and also a full range of suede bonded to fabric.

### Prudent buyers

Old England, who were last present a year ago, had more clients than before whom they described as prudent buyers. Mr. Lieber on the Quorum and Radley stands was gratified to see the return of the majority of previous clients; while Mr. Silver of Ricki Reed said that long dresses in gay colours had been popular and attracted many buyers; he found attendance at SAMIA very worthwhile for gaining good sales experience of the Italian market.

A lot of interest was shown in South Sea Bubble's full range of knits and coordinated sportswear and Mr. Emmerton reported that he had obtained a reasonable quantity of orders.

The Clothing Export Council stand was manned throughout by Miss Ruth Mindel of the Council, who has long experience of SAMIA; she and her Italian assistant were busy answering the numerous questions about the British ready-to-wear clothing industry, as well as helping the British exhibitors with the few problems that arose.

*Buyers admiring South Sea Bubble's co-ordinated sportswear display at the SAMIA exhibition.*

The rapid changes in fashion now appear to be slowing down and thus the numerous Italian and foreign buyers present gave the impression that they had more idea of what they were looking for, and that they were present to buy, rather than merely just to look. Many of the non-Italian buyers were particularly interested in the British exhibitors' ranges and several intend to go to Britain soon to see complete collections.

With so much talk in the air of various crises, the British exhibitors were, in general, happy with sales. The return of so many previous clients was especially pleasing and they reported them as being as enthusiastic about new ranges, as they had been about old.

# Good response to LCA show

THE keen interest of industry to learn more about applying low-cost automation techniques to its operations was seen from September 14-16, when the Department of Trade and Industry collaborated with the City of Gloucester Technical College in presenting an

(*continued on next page*)

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## LCA SHOW
*continued*

exhibition of LCA equipment. Nineteen commercial firms demonstrated a wide range of devices to over 400 visitors from industry within 50 miles of Gloucester, while well over half of this number made up full houses at the lectures given by experts from firms during the event.

The LCA Centre in the College is one of 17 Government supported Centres which exist to help and advise industry in this type of activity, and its increasingly effective role is reflected in the recent appointment of full-time staff by the local authority. This Centre serves not only the South West, but also Severnside generally, including Monmouthshire and Herefordshire.

## British shoes in impressive display at Astrohall

### From the British Consulate-General, Houston

FOOTWEAR is a £3,000 million industry in the United States and the volume of imports from Europe has risen steadily over the last few years. Italy and Spain have provided the competition at the cheaper end of the market, while Britain has done well in the middle and upper ranges, with exports in 1970 totalling 3 million pairs worth over £8 million. The US National Shoe Fairs have traditionally been held at hotels in New York and Chicago, but this year the organisers decided to experiment with an open-plan exhibition hall, and selected the giant Astrohall in Houston for their first venture, which ran from September 12-15.

It was clear that none of the major US manufacturers, nor their leading European rivals, could afford to miss it, and consequently the 650,000 sq. ft. of space was fully booked.

British participation in the National Shoe Fair took the form of a joint venture between the British Footwear Manufacturers Federation and the Department of Trade and Industry. Altogether 14 firms took stands, with an additional information booth run by the BFMF, arranged along two 'British Aisles'. Most of the firms exhibited their new spring range for 1972. The accented themes in the British group display were combination leathers and two-tones for men, and bold shapes and colours for women.

The attendance of 12,000 was somewhat less than the number expected by the organisers, possibly due to the clash of dates with the principal shoe fairs in Europe, and the great distance of Houston from the main buying centres in the north-east. Nevertheless the British representatives reported considerable interest in their products. Mr. Brian Wallis, overseas manager of the British Footwear Manufacturers Federation, summed up the feeling of the exhibitors when he said, 'The layout of this first open shoe show was excellent from the buyers' point of view. Our exhibitors were reasonably satisfied with the results, particularly in terms of the contacts established, but the outcome will, as always, depend on further meetings with the buyers in the course of their sales trips.'

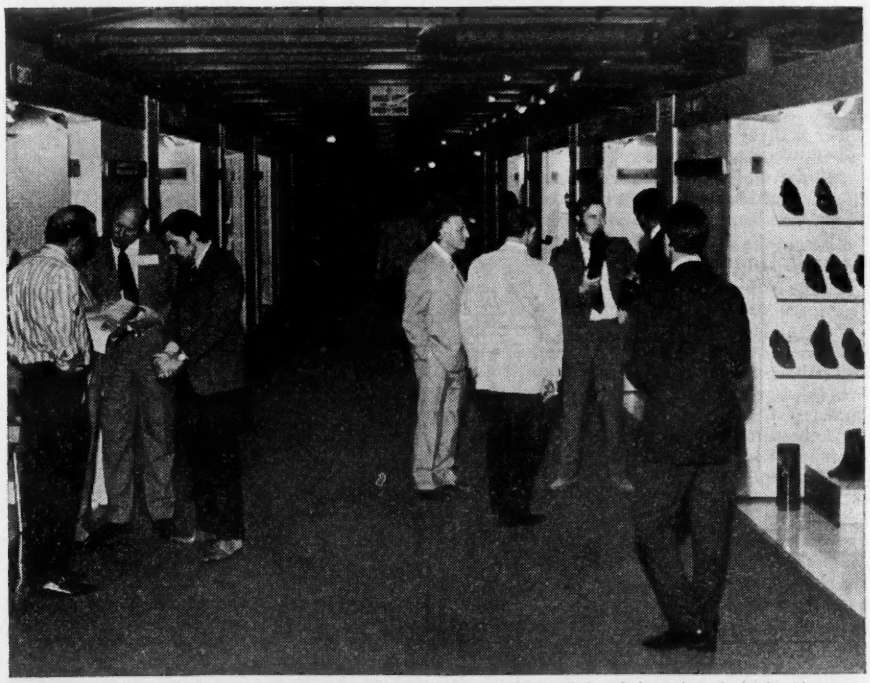
### More buoyant

Mr. Wallis thought that buying conditions were now a little more buoyant, and he was quietly optimistic that future sales of British footwear would not be unduly affected by the US import surcharge.

The British footwear fashions were well publicised locally during the Fair. Both the Houston Sunday papers published illustrated features on them, and the leading television channel used a short COI newsfilm in its midday show. A reception given by the British Consul-General at his residence afforded further opportunities for the United Kingdom exhibitors to meet local buyers.

**OVERSEAS PUBLICITY FOR UK TRADE FAIRS**

**British commercial representatives overseas are keen to publicise UK trade fairs and exhibitions, and welcome posters and brochures from fair organisers. But material must be sent well in advance—at least three clear months ahead of the event—and in sufficient quantity—two or three dozen copies for the representative in each area. A full list of names and addresses of commercial representatives is published as a quarterly supplement to *Trade and Industry*, and last appeared in the issue of June 30.**



*A section of the British group display at the National Shoe Fair of America, held in Houston. The display was a joint venture between the British Footwear Manufacturers Federation and the Department of Trade and Industry.*

## £200,000 in follow-up business anticipated from Algiers Fair

### From the British Embassy, Algiers

'WHEN we look back on this event we shall regard it as marking an important step in the development of Anglo-Algerian relations.' This statement was made by Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade at the Department of Trade and Industry, during his visit to the Algiers International Fair (August 27-September 12).

For the first time the United Kingdom had its own Pavilion at the Fair, and the products of some 34 exhibitors were on display. The Pavilion was organised by the DTI.

The Fair is the event of the year in Algeria and over two million people paid their 25p to wander through the 15 foreign pavilions and the huge national and international halls (besides the 15 foreign pavilions there were 20 national stands). Considering that the total population of Algeria is less than 14 million, this was an impressive figure.

### Follow-up business likely

Firm orders were taken by British exhibitors for £30,000 worth of machine tools, £23,500 for gas and oil heaters, £16,500 for crushing machinery and £48,000 for composing machines. Something like £200,000 worth of business was actually done during the 17 day of the Fair and exhibitors were hopeful that about as much again would follow fairly soon.

Algeria is currently importing about £250 million worth of machinery and capital equipment a year to meet the needs of her £2,350 million four year plan and, although British exports have risen dramatically in recent years (£2.9 million in 1967; £2.2 million *a month* in 1971), our share of the market is still very small indeed. So there is obviously plenty of room for expansion.

## Intensive publicity campaign for San Francisco British Week

### From the British Week Office, San Francisco

THE official opening of the British Week in San Francisco by Princess Alexandra on October 1 will not only climax 18 months of commercial preparation but also an intensive publicity campaign.

The British Week Office in San Francisco has placed the emphasis on trying to obtain as much pre-Week publicity as possible in an attempt to attract the attention of the 200 million Bay area residents to the promotion which continues until October 9. The promotion is being organised by the Depart-

(*continued on next page*)

*Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade (third left), watches a demonstration of a Harris Intertype composing machine by the firm's local agent during the Algiers Fair. (See story on previous page.)*

## SAN FRANCISCO
*continued*

ment of Trade and Industry in conjunction with the British National Export Council.

Advance publicity has not been confined to San Francisco only. Articles have appeared in magazines with circulations covering a much wider audience. For instance, PSA airline's *Flightime*, which is carried on 130 daily flights throughout the State of California, has featured the promotion.

Also the Sunday, September 26 edition of the joint San Francisco *Chronicle/Examiner*, which has a circulation of over half a million, was scheduled to devote 20 pages to the Week. It was to have a supplement featuring the highlights of the Week calendar. In addition, the women's section was to have a special feature on Princess Alexandra, as well as details of the Clothing Export Council's spectacular 'In Fashion'.

Another San Francisco publication, the daily *Commercial News*, plans a Week supplement on October 4.

The Greater San Francisco Chamber of Commerce publication *San Francisco Business* (circulation 12,000) has carried a calendar of events. Three visitor-guide magazines also planned Week themes for their front pages. One visitor magazine donated a one-inch single column advertisement to a Week message for over six months.

In addition, BRCT Information Services, New York, has successfully spearheaded a national publicity campaign, including the recent coast-to-coast syndication of a television news film of the McVitie Highland Games to be staged in San Francisco as part of Week's activities.

Arrangements have been made for several Week personalities to appear on local television and radio programmes prior to and during the promotion.

Two hundred thousand free official programmes, Week radio commercials, bus advertising and an officially sponsored co-operative advertising scheme will reinforce an already massive campaign.

## A 'first' for fashion exhibitors in Denmark

### From the British Embassy, Copenhagen

FOR the first time 80 British exhibitors showed their collections for next spring and summer alongside Scandinavian manufacturers at the 12th Scandinavian Fashion Week in Copenhagen from September 12-15.

There were also exhibitors from Italy, France, Switzerland and Holland. The British participants were exhibiting under DTI joint venture terms offered through the Clothing Export Council. In all some 260 manufacturers took part.

The Autumn Fashion Fair is traditionally a smaller event than the spring Fair, but buyers turned out in force. Just four hours before the exhibition closed, the 10,000th buyer had registered. The average number in previous years has been about 8,000. As usual the buyers were predominantly from Europe and Scandinavia, but included some from America, Canada and the Far East.

### Classic lines to the fore

With no one fashion dominating the scene as in the days of the mini, ladies clothing is in a difficult period, both from the manufacturers' and the buyers' point of view. Nevertheless, business was brisk, particularly for those manufacturers with more classic lines.

At the same time as the 12th Scandinavian Fashion Week was being held in the Bella Centre, about 160 exhibitors participated in the Fashion Week in the purpose-built Scandinavian Fashion Centre. The two shows were linked by the production of a joint catalogue, and by regular chartered bus services for buyers between the two exhibition halls.

There is no doubt that the spring and autumn Fashion Weeks in Copenhagen are a 'must' for manufacturers of ladies' wear who are interested in the Scandinavian and German markets. There is a valuable spin off also to other European markets.

In 1972, the Department of Trade and Industry is organising a Trade Drive in Denmark. One of the commodity targets is ladies' wear, and the British participation at next year's Scandinavian shows will be enhanced by a number of special attractions. With the experience gained from regular participation over the last four years, British manufacturers of ladies' wear will have an even greater opportunity to consolidate their very strong position in this market.

Danish imports of British clothing, principally ladies' wear, have risen from Kr.71 million (then about £3½ million) in 1967, to Kr.150 million (about £8.3 million) in 1970. Latest estimates for 1971 show no slackening of this demand.

## Success at first Reykjavik trade fair

THE London Chamber of Commerce have reported a successful participation of 33 companies who exhibited as a British section at the first International Trade Fair at Reykjavik, Iceland. The Fair organisers say that 60,000 visitors attended the event which was held from August 26-September 11. The British section, which was organised by Mr. Sam Black for the London Chamber of Commerce, was the largest national participation.

British Leyland used the exhibition to launch the 'Range Rover' on the Icelandic market and their distributors took firm orders for 95 vehicles before the Fair closed. Two other exhibitors with large stands were British Insulated Callender's Cables and Williams & Glyn's Bank.

Staples Ltd. successfully exhibited a modern bedstead with brass knobs and they have made arrangements for it to be marketed in Iceland. Other successful exhibitors were Raleigh, who showed several models of their bicycles including 'The Chopper', and Lesney Products, who had a large display of 'Matchbox' toys and other products.

British foodstuffs, knitwear, cutlery, razor blades and ironing tables were represented as were carpets which were exhibited by Lancaster Carpets and Blackwood Morton & Sons.

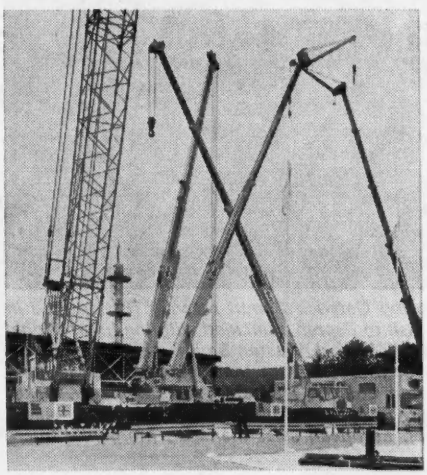
*Mr. Anthony Grant (centre) talked to Mr. John Oakley, Export Services Division of the DTI (left), and Miss M. McDaniel, who assisted on the Department's stand, during the Financing for International Trade and Export Services Exhibition at Olympia, London (September 13-17).*

*The United Kingdom has been taking part in the Geneva scientific exhibition 'Atoms for Development' associated with the Fourth United Nations Conference on the Peaceful uses of Atomic Energy, from September 6-16. The UK exhibit (left) representing the Atomic Energy Authority, the generating boards, the reactor design and construction companies, other sections of the nuclear industry and research laboratories, had five 'theme' sections: power reactors, nuclear fuels, components and instrumentation, isotope applications, and research and development.*

## AIR MAIL FOR EXPORT CORRESPONDENCE

**All correspondence overseas should be done by air but care should be taken that mail is fully stamped as correspondence may be delayed and export opportunities lost. Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage. Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 12p. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.**

*The Department of Trade and Industry at the South Wales Engineers' Week, Cardiff (September 20-25), organised under the auspices of the Interdepartmental Working Party for Publicity on Engineering and Technology, one of the projects in the campaign to encourage more youngsters to adopt professional engineering as a career. The exhibition showed a wide range of the achievements of the engineers today. Engineers from private firms, public bodies and government departments were present to discuss their activities and offer advice on careers.*



*Coles Cranes Ltd. was the only British company to win a gold medal at the Brno International Fair this year. This is the fifth gold medal presented to Coles Cranes at major East European International Trade Fairs, the previous four being at Brno and Leipzig in 1964, and Leipzig in 1965 and 1967. This latest medal was awarded to the Coles Hydra Husky 150T telescopic boom rough terrain crane. Our pictures show the Coles Cranes stand at Brno, and Mr. Nicholas Ridley (centre), Parliamentary Under-Secretary of State for Industry, with Mr. R. H. M. Brouwer (right), Coles overseas sales executive looking at the equipment on display.*

# MISSIONS and TOURS

## Ninth mission to Moscow

MR. F. R. DIXON, president of Leicester and County Chamber of Commerce, is leading the Chamber's ninth mission to Moscow. The mission is representative of a varied range of Leicester products, from capital equipment such as numerically controlled machine tools to consumer goods traditional to Leicester—knitwear, footwear, etc.

As on previous occasions, the visit to Moscow has been made at the invitation of the All-Union Chamber of Commerce, and the Commercial Department of the British Embassy assisted in the compilation of individual work programmes.

## Round-the-world tour

MR. R ROWSON and Mr. D. F. Nettell, respectively divisional manager and technical manager of the Hydraulics Division of Vickers Ltd. at Swindon, Wilts., are visiting Japan, Australia and the United States to talk with agents, evaluate marketing arrangements and meet customers.

First stop on their tour is the Fluid Power Exhibition in Tokyo, at which Vickers is participating in a joint venture organised by the Association of Hydraulic Equipment Manufacturers in conjunction with the Department for Trade and Industry.

Vickers already supplies 'VSG' hydraulic equipment to Japan—mainly for steering gears used by the shipbuilding industry. The company has had considerable success with servo-controlled transmissions built into machinery used in Europe, and discussions will take place with agents and certain customers regarding possible applications in Japan.

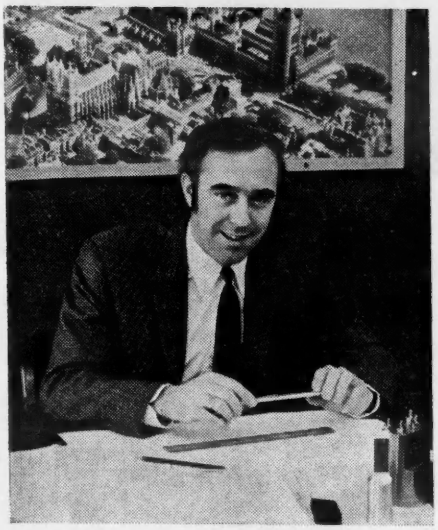
In Australia Mr. Rowson and Mr. Nettell will be talking with subsidiary companies and will be helping to set up a new marketing organisation.

Mr. Nettell will then continue with a visit to the United States for technical liaison with Rex Fluid Power Group at Racine, Wisconsin, with whom Vickers has a marketing and manufacturing agreement.

## Visit to South Africa

MR. GORDON FRANKLIN, product manager of the Plastic Assembly Division of Kerry Ultrasonics Ltd., Hitchin, Herts, is visiting distributors in South Africa from October 11 to 23.

The object of Mr. Franklin's visit is to establish a personal contact with distributors so that a first-hand understanding of plastic assembly systems and application know-how is transferred. He will also visit potential users of such systems and will give a lecture on



ultrasonic plastics assembly systems to the South African Plastics Institute in Johannesburg.

Mr. Franklin has been responsible for selling Kerry systems in the United Kingdom and in Europe for the past four years. During this time he has gained a considerable knowledge of ultrasonic plastics assembly technique, together with a reputation for resolving difficult production assembly problems.

*Humbrol's deputy managing director, Mr. John Gooding (centre), introducing the company sales director, Mr. Dick Bond (left), to Mr. Carmelo Abela, who is Humbrol's agent in Malta. The meeting took place on one of the frequent visits overseas being made by Humbrol executives.*

## Process taken to United States

A SCIENTIST and a solicitor from the Manchester area left for the United States recently with a letter of greeting from the Mayor of Stretford, Lancs, to the Mayor of Long Beach, California. Their visit marked a new chapter in the fight against pollution by the Americans, who have turned to an award-winning British invention—the Stretford Process, patented by the North Western Gas Board.

The first Stretford Process plant to be built under licence in America was commissioned at Long Beach on September 24 with great ceremonial involving the veteran liner *Queen Mary*, imported London buses—and the mayoral greetings from Stretford.

It is claimed that the plant will remove hydrogen sulphide—a dangerous pollutant—from gas and oil wells being worked off the Californian coast by the Lomita Gasoline Company.

At the commissioning ceremony was the scientist who led the team that developed the Stretford Process, Dr. Tom Nicklin, the North Western Gas Board's director of technical services. With him was Mr. Leslie Cattell, the Board's solicitor, responsible for marketing the process.

The process won the Queen's Award to Industry for the Board in 1968.

Since its invention in 1959, the process has been continuously improved, and to date more than 50 plants have been sold to a value of £3½ million. Built by licensees of the Board, plants have been commissioned in Belgium, Canada, Eire, Formosa, India, Italy, Japan, South Africa, Switzerland, West Germany and Zambia.

*Picture shows a party of British industrialists leaving Gatwick Airport recently (as reported in last week's issue) for Zagreb and Bucharest. The visit to Zagreb coincided with the International Autumn Fair. Shown in the picture are, left to right, Messrs. I. Weston Smith, managing director of The Morgan Crucible Co. Ltd. and chairman of Morganite International Ltd.; A. McClure, sales and marketing director, Autoflow Engineering Ltd.; G. H. North, sales manager, Baker Perkins Ltd.; J. H. Baumann, managing director, Morganite International Ltd.; V. A. Allen, export sales director, Vokes Ltd. and J. R. Parker, European sales manager, Morganite International Ltd.*


## Advertising in *Trade and Industry*

Inquiries about advertising in *Trade and Industry* should be addressed to HMSO, Room D92, Atlantic House, Holborn Viaduct, London EC1P 1BN (01-248 9876 ext 6147).

## Sales promotion

A SALES TEAM from Pirelli Ltd., London, is currently in the United States to promote the company's four-point seating platform which has achieved substantial sales since it was introduced to overseas markets a year ago.

Mr. Pat Bagnall, sales manager of the company's General Rubber Goods Division, and Mr. Keith Harfield, export sales manager, attended the recent Pan Pacific Furniture Supply Fair in Los Angeles and they are now making extensive visits to manufacturers. The stand also featured resilient webbing, the product which has made a major contribution to the company's achievement in directly exporting 35 per cent of the GRG made at the company's Burton-on-Trent factory. North America is the largest single export market.

Mr. Bagnall is spending three weeks in the United States and Canada, visiting existing and prospective customers, while Mr. Harfield moves on to Australia, Fiji, Honolulu, Malaysia, Singapore and Iraq.

## Visitors from South Africa

PLESSEY recently entertained Mr. D. Fraser, City of Durban electrical engineer, and Mr. D. Fletcher, professional assistant responsible for traffic control. Both were particularly interested to see the Plessey capability in the field of wide-area traffic control.

The visitors flew by company aircraft to Liverpool where they saw in operation the company's computerised congestion control scheme for the Mersey Tunnel Approaches. The following day they were introduced to the company's Sopers Lane plant at Poole, Dorset, beginning their visit with a tour of the site's traffic and instrumentation production areas, accompanied by Mr. D. White, export manager, and Mr. B. Whitehead from the Department of Trade and Industry.

## Japanese team in Britain

FIVE Japanese cargo handling experts led by Mr. Genichiro Takami, President of the Institute of Port Economics, Yokohama, have been touring selected European ports to see for themselves recent developments in containerisation and the use of information data processing systems in relation to freight movements.

The party visited the Port of London Authority, the National Port Council of Great Britain, the BOAC cargo handling complex at Heathrow, the ports of Felixstowe and Southampton and the Constantine Group of Companies, including the Constantine freight terminal at No. 2 shed, LIFT, Stratford.

In this picture the party is seen outside the Constantine terminal building at Stratford East. From left to right are: Mr. R. D. Smith, director of Constantine Terminals; Mr. E. F. Butler, director of Shipping & Ancillary Services Division; four members of the Japanese delegation; Mr. T. A. Sheriden, managing director of the Constantine Shipping & Forwarding Division; and Mr. A. J. Walker, executive director of Container Express Ltd.

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# EXPORT ORDERS

### Installation for Italian complex

The Sharples Division of Pennwalt Ltd., Camberley, Surrey, recently developed a desynchronising device for control of Super-D-Hydrator installations. The device controls the pre-programme cycle of feed, spin, dry rinse, and discharge from horizontal knife discharge basket centrifuges. A six-machine installation was recently delivered to an Italian chemical complex for the processing of polyethylene.

### Computerised system for Netherlands

An order worth £75,000 for a computer-controlled materials-testing system has been received by Instron Ltd., High Wycombe, Bucks, from the Dutch Akzo Group. This is the second major contract obtained by Instron's recently formed Data Handling and Systems Group. The system, which will be installed at the Akzo Research Laboratories, Arnhem, will be used to control six Instron universal testing instruments, to analyse the test results and to schedule the work load in the industrial yarns laboratory.

### Desalination plant for Gibraltar

Following collaboration with the UKAEA, Aiton & Co. Ltd., Derby (Whessoe Group), have received from the Government of Gibraltar an order valued at over £400,000 for a 300,000-galls/day sea water distillation plant.

The plant is claimed to be the first of its type in the world using multiple-effect, special shape tubes, and vertical falling evaporation to achieve high heat transfer rates.

### Computer system ordered

A computer-based system for blast furnace control in a South African steelmaking plant is to be supplied by the Automation Systems Division of Ferranti Ltd. in an order worth over £120,000 placed by Ashmore, Benson, Pease & Co. Ltd. (a Davy-Ashmore company).

The system will undertake a vital control function in the ISCOR blast furnace plant being built by Ashmores at Vanderbijlpark, near Johannesburg.

### £60,000 sale to USSR

Feedback Data Ltd., Uckfield, Sussex, reports the sale of disk drive controllers valued at more than £60,000 to the USSR.

### Cargo bodies for Zambia

Chassis Developments, Ltd., Dunstable, Beds, have completed an order for Zambia for 11 military-type cargo bodies mounted on Bedford R-Type left-hand-drive chassis. The order was placed with Chassis Developments by Incotes Ltd., London.

### Computer orders from Sweden

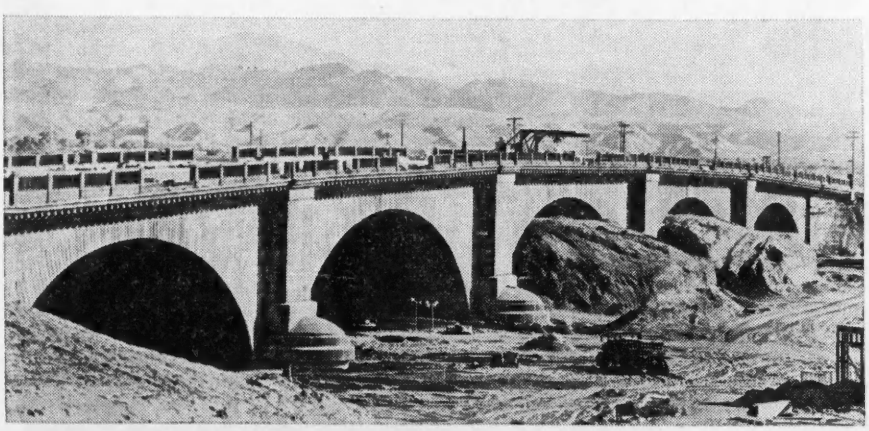
Orders for nine computers of the new 1900 series (announced by ICL at the end of April) have been received by ICL Sweden. Five of these are for the new-version 1902A central processor and four for the 1902S. The total value of the orders amounts to more than £1 million.

With one exception—a completely new installation—the orders are all enhancements of existing installations.

## 'London Bridge' in the United States

After its official opening on October 10, by the Lord Mayor of London, visitors to Lake Havasu City, Arizona, will be able to admire, drive over, and sail under a reconstruction of John Rennie's famous London Bridge, which spanned the Thames for 139 years. What they will see are the original granite facings, corbels and parapets which have been carefully removed from the London site, transported across the Atlantic and the United States, and there carefully reassembled. What they will *not* see is the modern reinforced-concrete box-girder bridge designed by Mott Hay & Anderson, the consulting engineers, who have also designed and are supervising construction of the new London Bridge. Also unseen will be the stainless steel and PTFE bearings on which the box-girders rest, at their junctions with the spread footings deep in each of the massive granite-faced piers.

Lake Havasu City is a newly developed township on the shore of a 45 x 3-mile strip of water created by the construction of the Parker Dam on the Colorado, to provide an additional water supply for Los Angeles. The bridge links an island, having an hotel, a marina and an airstrip, with the main lakeside city. It is expected, along with some specially built 'old' London houses which include a 'pub', some old London taxicabs and a genuine old red double-decker London bus, to provide a major tourist attraction.



*The bridge seen when reconstruction was well advanced.*

### Church organ to United States

A big pipe organ for the Church of the Holy Spirit, Lake Forest, Illinois, left Liverpool on September 15 in the Atlantic Container Line roll-on roll-off/container liner *Atlantic Star*. The organ, from Harrison &

*The organ being loaded for shipment.*

Harrison Ltd., Durham City, took 18 months to build and has three manuals, 41 speaking stops and 10 couplers. It was loaded, section by section, into a 40-ft. container at the factory and brought by road to Liverpool to be loaded into the *Atlantic Star*.

This is the first time Harrison & Harrison, established 110 years ago, have shipped an organ across the Atlantic by container, although they have used container services to Scandinavia. The firm last built an organ for the United States in 1967 and expect to complete another instrument for the States early next year.

### Japanese plant commission

Woodall-Duckham recently lit up the first of two furnaces at Mooka, Japan, for Fuji Fibre Glass, whose 6,000 tons/year glass-fibre plant is coming into production; the second furnace is due on stream during October.

The contract, first announced in 1970, was completed on time. Woodall-Duckham undertook the concept engineering for the whole plant, the detailed engineering of all the process equipment, and provided total supervision of erection and commissioning in addition to training their client's own staff.

### Bandages for African countries

T. J. Smith & Nephew Ltd., Hull, have won three orders valued at £89,000 to supply bandages for use in hospitals in three African countries: The Nigerian Government has placed an order worth £25,000 for adhesive bandages; an order valued at £18,000 has been placed by the Kenya Government for adhesive and plaster of paris bandages; and the Uganda Government has placed an order worth £46,000 for adhesive and plaster of paris bandages.

The company currently export 45 per cent of their output to all parts of the world.

### Second sale in S. Africa

Robinson and Company (Pty.) Ltd., Durban, who publish the *Natal Mercury*, a morning daily, have placed a £305,000 order with the Printing Machinery Division of Baker Perkins Ltd., Peterborough, for a web-offset pre-print and magazine press that will start printing in early 1972.

A similar plant was sold to another South African newspaper earlier this year. .

## Jet airlines for Malawi

British Aircraft Corporation announces that Air Malawi has ordered a BAC One-Eleven 475 jet airliner for delivery in February 1972. Air Malawi is to use the new jet to replace the One-Eleven 207 operated on lease from Zambia Airways since November 1970 and to provide a big geographical expansion in the airline's route network radiating from its headquarters at Blantyre to neighbouring countries in central and southern Africa.

Over 40 operators are now using the BAC One-Eleven to serve destinations in more than 60 countries.

## Satellite signals study

British Aircraft Corporation's Electronic and Space Systems Group has been awarded a contract by COMSAT to study the effects of the atmosphere on the signals received from communication satellites. The resulting information is to be used in the design of cost-effective communication satellite systems to operate in the 10-40 GHz frequency range. The Science Research Councils' Radio and Space Research Station, Slough, will be adviser to BAC.

This is the first contract BAC has received from COMSAT, manager for the 80-member International Telecommunications Satellite Consortium (INTELSAT).

## Co-operation wins big order

Three-nation co-operation has won for Pennwalt Ltd., Camberley, Surrey, orders which will ultimately total in excess of £200,000 for the supply of British-built Sharples Gravitrol oil purification systems.

The inquiry to supply sufficient oil separational equipment for 10 Romanian-built bulk carriers for Indian owners was obtained by the Indian subsidiary of Pennwalt, Pennwalt India Ltd. Negotiations between NAVIMPEX, the Romanian marine purchasing agency, and the Camberley Marine Sales team, Mr. Ken St. Paul and Mr. Ron Bond, were held in the Romanian shipbuilding town of Galatz, on the Black Sea Coast. Delivery of the first two systems begins early 1972.

## UK BUSINESSMEN GOING OVERSEAS

**British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services Division of the Department of Trade and Industry (DTI) (at either the Regional Office covering their area or Export House, 50 Ludgate Hill, London EC4M 7HU). The DTI in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, is in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business. Apart from the businessman's name and his firm's, DTI needs to know the general purpose of the visit: details of his itinerary—places to be visited and dates as nearly as possible; names and addresses of local agents; type of contacts and introductions the businessman would like arranged in advance: and any other information considered helpful. This information should, where possible, be accompanied by appropriate trade literature.**

*Tamplin Engineering Ltd., Birdham, Chichester, Sussex, have completed an order for British Leyland for a bulk-feed, pneumatic-discharge vehicle for Guyana. The customer is Booker's Stores Ltd., Georgetown. Mounted on a Leyland Chieftain ECH13AY chassis with a Boys six-wheel conversion, the body of the bulker is 17 ft. 6 in. long, 7 ft. 6 in. wide, with 5 ft. high sides. The unit, featuring Tamplin modular construction with standard Zintex steel panels, is fitted with a fully watertight roof. The body is divided into three equal compartments, each with a waterproof hatch.*

## Orders from Spain and Saudi Arabia

The TIFA Division of Todd Combustion Ltd., Swanley, Kent, a member of the CEA Group, has received an order through its Spanish agent for 10 lightweight TIFA machines for use on Government animal farms.

TIFA thermal aerosol generators are used extensively throughout the world by health authorities in insect- and pest-control programmes. These machines, which blanket large areas with thermal fogs of germicides, insecticides or pesticides, also have many applications in animal and poultry farming.

The division is also supplying a further 10 Powerfoggers to Saudi Arabia—the second large order received in recent months from Saudi Arabia.

## Best month for sales

August was the best-ever month for overseas sales—which made up 84 per cent of the total—by Moog Ltd., Hydra-Point Division, Cheltenham, manufacturers of numerical-controlled machine tools. Orders gained during the month included the first received by the company from Austria and another for a machining centre from a customer in West Germany—his third in 10 months.

The company is currently intensifying its export drive in France, Germany, Switzerland, Italy and Sweden, and agents have recently been appointed in Sweden and France.

## Nepal highway project

GKN (South Wales) Ltd., Cardiff, has received a £50,000 order for the supply of 900 tons of mild steel reinforcing bars, for use on a highway project in Nepal.

The steel, ordered through the Department of the Environment, is to be used in the construction of river culverts and bridge abutments along the 75-mile stretch of road running west of Katmandu, which is being financed jointly by the British and Nepalese Governments.

Nepal is one of more than 120 overseas countries to which the products of GKN (South Wales) Ltd. have been exported.

## Pigs take short cut

A convoy of 12 vehicles carrying 650 pigs valued at £50,000 was given special permission to pass through the Mont Blanc tunnel recently so as to cut the journey between England and Italy by almost 24 hours. The pigs, mainly Large White and Landrace, were being exported by the Selecta Pig Breeding Company of Worlingworth, Suffolk. They will form the nucleus of a 900-sow unit in Mantova Province, Northern Italy.

'This consignment brings the total value of Selecta stock exported to Italy this year to about £65,000, excluding the provision of technical services,' said Mr. Mark Horvath, a director of the company.

## Pipeline contract signed

CJB has now signed the contract between the General Organisation for Industrialisation of the United Arab Republic and the SUMED Pipeline International Consortium (SPIC) for the $300 million Suez-Mediterranean oil pipeline complex. CJB is a member of SPIC—a multi-national consortium formed to design, engineer and construct the pipeline.

The consortium has entrusted the construction of the pipeline to a joint venture of CJB, Eau et Assainissement SOCEA SA (France) and Techint Lodigiani Pipelines (Italy). Twin 42-in.-diameter lines, each about 320 kilometres long, will connect Suez and Alexandria with an initial capacity of 80 mta, capable of expansion eventually to 120 mta.

## Razor blades bartered

Personna International (UK) Ltd. recently completed a barter deal with Czechoslovakia —five million Personna razor blades for Czech machine tools. The order, following six months' negotiation, is expected to lead to further and more substantial orders in the future. Ray Dallow, marketing director of Personna, and Christopher Smith, sales manager in eastern Europe, were responsible for the negotiations.

Personna have already received contracts from Bulgaria, Romania and Yugoslavia this year.

# TRADE INFORMATION

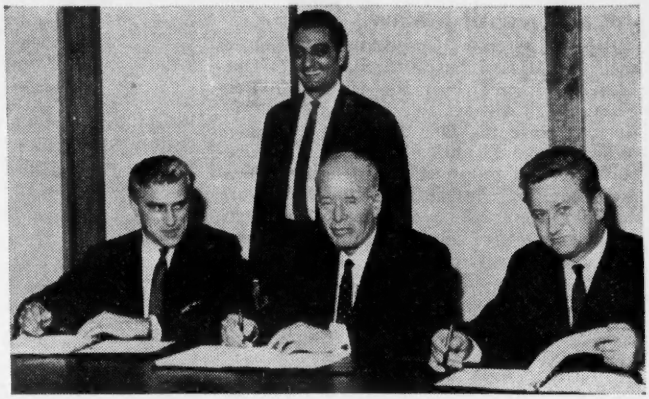
## ECGD to support credit facilities for Sudan

THE Sudanese Minister of Treasury and Planning, Brigadier Mohamed Abdel Halim, has discussed with Mr. John Davies, Secretary of State for Trade and Industry, and with Export Credits Guarantee Department the availability of ECGD support for Sudanese purchases from the United Kingdom, especially purchases of plant and equipment required for the implementation of Sudan's Development Plan.

In the context of the Sudanese Government's expressed desire to develop their trading relationships with the United Kingdom on a sound commercial basis, Brigadier Mohamed Abdel Halim was assured that as regards purchases of capital goods by the Sudan Government and similar purchases by Sudanese public autonomous companies and the private sector that were guaranteed by the Sudan Government, ECGD did not foresee any difficulty in accommodating credit on terms up to five years for orders amounting to £10 million placed over the next year or so. ECGD would continue to consider applications as they arise in accordance with usual procedures. Guarantees in respect of major capital projects valued at not less than £2 million may be considered specifically outside the arrangements described above.

**INDIA AND NEPAL:** A new Indo-Nepalese Trade and Transit Treaty came into force on August 15. The Treaty will last for five years and may be renewed for a further period of five years. The previous Treaty expired at the end of 1970. The Treaty provides for 'most favoured nation' or better treatment by each country of the other's goods. India has agreed to exempt from customs duty and quantitative restriction, imports of Nepalese primary products and manufactured goods containing not less than 90 per cent of Nepalese materials. The customs duty chargeable by India on other manufactured goods, which comprise, by value, at least 50 per cent Nepalese materials and labour will be determined with a view to providing specially favourable treatment. Indian goods will be permitted into Nepal exempt from customs duties and quantitative restrictions to the extent considered compatible with Nepal's needs and priorities. Provision is also made to prevent deflection of trade. Each country will prohibit the re-export from its territory to third countries, of goods imported from the other and products which contain materials imported from the other, exceeding 50 per cent of the ex-factory value of such products. Similarly, re-exports to the territory of the other, of goods imported from third countries and products containing imports from third countries of more than 50 per cent of the ex-factory value will also be prohibited. In addition, it has been agreed that each party will prevent the import from the territory of the other party, of goods whose exports to one party is banned by the other. Nepalese trade with third countries involving transit through India will be effected through the port of Calcutta and through mutually-agreed routes to the Nepalese border; ten such routes have been so designated.

**EDB Ext. 420, 475**



*An order worth nearly £400,000 for an ICL System 4-52 computer for use by the Csepel Iron and Metalworks, Budapest, was signed recently at the Putney, London, headquarters of International Computers Ltd. Present at the signing were, left to right: Mr. Lyon Lightstone, ICL's director of sales: Mr. B. Yorke, consultant; Mr. Laszlo Csato, chairman of CIM; and Mr. Laszlo Hidvegi, manager of computer purchases, Ministry of Foreign Trade.*

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

**CYPRUS AND USSR:** The existing Trade and Payments Agreement between Cyprus and USSR (see *Board of Trade Journal* of May 3, 1968) has been amended by a Protocol, signed on July 26, whereby trade will be conducted in freely convertible currency. This new arrangement will enter into force from October 1, 1971.

**ESD Ext. 471/2**

**ALGERIA AND BULGARIA:** The Algerian *Journal Officiel* of July 13 published details of trading arrangements between Algeria and Bulgaria as they apply for 1971. Algerian exports to Bulgaria will include agricultural products, iron and steel products and paper whilst Bulgarian exports will include dairy products, industrial machinery and cement.

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# TARIFF & TRADE NOTICES

## European Communities

**COMMON AGRICULTURAL POLICY:** The texts of the following Regulations and proposed Regulations which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*. The French texts of the Regulations, etc., may be seen on application.

### Wines

Regulation (CEE) No. 1985/71 amends for the second time Regulation (CEE) No. 2005/70 on the classification of vine varieties (*Journal Officiel* No. L209 dated September 15, 1971.

### Cattlemeat, beef and veal

Regulation (CEE) No. 1986/71 modifies certain definitions contained in Article 6 of Regulation (CEE) No. 1072/68 on components for calculating the levies for certain kinds of frozen cattlemeat (*Journal Officiel* No. L209 dated September 15, 1971).

Regulation (CEE) No. 1987/71 modifies certain definitions contained in Article 2 of Regulation (CEE) No. 1025/68 fixing coefficients to be used for calculating the levy on cattlemeat other than frozen (*Journal Officiel* No. L209 dated September 15, 1971).

### Oil, fats and oil seeds

The *Journal Officiel* No. C91 dated September 14, 1971, contains the draft text of a proposed regulation fixing the aid for cotton seeds for the 1971/72 marketing year. It should be noted that the text of the Regulation, when finally approved, may differ from the draft text referred to above.

### Fruit and vegetables

The *Journal Officiel* No. C91 dated September 14, 1971, contains the draft text of a proposed regulation setting up a common organisation of the markets in the fruit and vegetables sector. It should be noted that the text of the Regulation when finally approved may differ from the draft text referred to above.

### Correction

The *Journal Officiel* No. L210 dated September 16, 1971, contains a correction to Regulation (CEE) No. 1951/71 fixing the standard average values for the valuation of imported citrus fruits.

**EDB Ext. 7174, 408**

**IMPORTS FROM NON-MEMBER COUNTRIES:** The *Journal Officiel des Communautés Européennes* No. L210 dated September 16, 1971, contains the text of Decision 71/327/CEE authorising France to exclude from Community treatment wooden and other toys, excluding motors and mechanisms for toys and working models as well as parts thereof (CCT Nos. 97.03 A and 97.03 ex B) originating in Formosa and freely circulating in the other Member States.

**EDB Ext. 7174, 408**

**TRANSPORT:** The *Journal Officiel des Communautés Européennes* No. C90 dated September 11, 1971, contains the draft text of a proposed directive relating to weights and dimensions as well as certain additional technical conditions in respect of vehicles used for road transport. It should be noted that the text of the directive, when finally approved, may differ from the draft text referred to above.

**EDB Ext. 7174, 408**

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

**HARMONISATION OF LEGISLATION:** The *Journal Officiel des Communautés Européennes* No. C90 dated September 11, 1971, contains the draft texts of two proposed directives relating to the harmonisation of Member States' legislations on:

(1) Detergents
(2) Preserves and confectionery.

It should be noted that the texts of the directives, when finally approved, may differ from the draft texts referred to above.

**EDB Ext. 7174, 408**

**CUSTOMS REGULATIONS:** The *Journal Officiel des Communautés Européennes* No. C91 dated September 14, 1971, contains the draft text of a proposed regulation modifying Article 52 of Regulation (CEE) No. 542/69 relating to Community transit. It should be noted that the text of the regulation, when finally approved, may differ from the draft text referred to above.

**EDB Ext. 7174, 408**

**RIGHT OF ESTABLISHMENT AND FREEDOM TO SUPPLY SERVICES:** The *Journal Officiel des Communautés Européennes* No. C91 dated September 14, 1971, contains the draft text of a proposed directive relating to the abolition of restrictions on freedom of movement, establishment and supply of services for Member States' nationals inside the Community. It should be noted that the text of the directive, when finally approved, may differ from the draft text referred to above.

**EDB Ext. 7174, 408**

**UNCTAD GENERALISED PREFERENCES SYSTEM:** *Trade and Industry* dated July 22, 1971, contained a notice about Regulation (CEE) No. 1312/71 which relates to the opening, allocation and administration of a Community tariff quota for certain textile products and footwear originating in developing countries. The *Journal Officiel des Communautés Européennes* No. C87 dated September 2, 1971, contains an announcement that the quota for imports into the EEC of the following goods, originating in South Korea, which was set up by Regulation (CEE) No. 1312/71 has been exhausted.

| EEC common customs tariff No. | Description of goods |
|---|---|
| ex 60.03 | Stockings, understockings, socks, ankle-socks, sockettes and the like, knitted or crocheted, not elastic nor rubberised: —other than of cotton |

With effect from September 2, 1971, imports into the EEC of these products which originate in South Korea attract full rate of customs duty.

**EDB Ext. 7174, 408**

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## Spain

**CAPITAL GOODS EXTENSIONS, DELETIONS AND ADDITIONS:** The Spanish *State Gazette* has announced extensions of the period whereby certain capital goods are admitted at a reduced rate of import duty of 5 per cent as follows:

| Tariff heading | Description | Terminal date of extension |
|---|---|---|
| Ex 84.18 D-1 | Centrifuges for obtaining solids, with automatic continuous loading and unloading or uninterrupted operating cycles. Weighing more than 1,250 kgs. | July 8, 1973 |
| Ex 84.37 C | Looms and machines for tulle, lace and embroidery, other than for bone-lace | June 13, 1972 |
| Ex 84.45 C1a & d | Automatic lathes of more than 3,000 kgs., excluding copying lathes of any weight | July 3, 1973 |
| Ex 84.45 C1d1 | Vertical lathes of more than 2,000 mm. diameter, and weighing more than 25,000 kgs. | June 30, 1973 |
| Ex 84.45 C6 | Surface-finishing machines (lapping, honing, burnishing or polishing), weighing more than 2,500 kgs. | July 13, 1973 |
| Ex 84.57 A | Automatic machinery for the manufacture and working of glass and glassware in hot state | July 27, 1972 |
| Ex 84.57 B | Automatic machines for the assembly of electric, electronic and similar valves, tubes and lamps | July 27, 1972 |
| Ex 84.59 J | Closed-chamber internal rubber mixers with a capacity exceeding 190 litres | June 5, 1973 |
| | Double-screw, single head extruders | June 5, 1973 |
| | Automatic pneumatic tyre making machines, including radial type covers | June 5, 1973 |
| | Automatic machines for making cylindrical types of electrolytic condensers less than 13 mm. diameter and 25 mm. long (interleaved rolled aluminium/paper, soldered end covers, or sealed with insulating caps) | June 30, 1973 |

The following items are removed from the list of capital goods at reduced duty rates:

| Tariff heading | Description |
|---|---|
| Ex 84.17 J-2 | Continuous furnaces with automatic temperature regulation, for the polymerisation of sealing compounds in hermetically sealed metal caps |
| Ex 84.45 C16 | Automatic double-headed crimping machines for edging hermetically-sealed metal caps, with a working rate of 400 units per minute or more |
| | Pneumatic and automatic machines for strengthening crimped edges, and forming closing tags on metal caps, with means of applying compounds for hermetic sealing |

The following item is added to the list of capital goods admitted at a reduced rate of 5 per cent import duty:

| Tariff heading | Description | Terminal date of extension |
|---|---|---|
| Ex 84.18 D1a | Skimming and clarifying apparatus for the treatment of milk | Until August 24, 1972 |

**EDB Ext. 462, 471/2/3**

**DUTY-FREE IMPORT QUOTA—COTTON NOT CARDED OR COMBED:** The Spanish *State Gazette* of September 14, announced a duty-free import quota of 5,000 tons of cotton not carded or combed: Tariff Heading 55.01, valid until October 1, 1972.

**EDB Ext. 462, 471/2/3**

## Greece

**CHOLERA REGULATIONS:** It has been announced by the Greek Ministry of Health that with immediate effect travellers arriving in Greece from Spain are required to produce a valid cholera vaccination certificate issued at least six days before arrival.

**CRE Ext. 2338/9**

**REDUCTION ON IMPORT DUTY ON NEW MACHINERY:** The Greek Ministry of Finance and Industry issued a decision on June 18 enabling industrial and small industrial enterprises, which have been in operation for more than five years to obtain a reduction of 50 per cent on import duty for new machinery to be used in modernisation of industrial and handcraft installations.

**EDB Ext. 420, 477**

**DEAR EDITOR...**

**Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, Department of Trade and Industry, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.**

## Belgium and Luxembourg

**IMPORT LICENSING:** Two Belgian Ministerial Decrees of August 31 and September 8, 1971, added the following goods to the list of products subject to import licensing. The Decrees were published in the editions of the *Moniteur Belge* of September 9 and 10 and each took effect as from the day of its publication. Imports of the same goods into Luxembourg will also be subject to import licensing.

| Tariff no. | Description |
|---|---|
| Ex 20.02 | Tomato concentrates |
| Ex 29.04 | Sorbitol |
| Ex 35.05 | Glues made from dextrin or from starch |

**EDB Ext. 288, 408, 7175, 423**

## Austria

**REMOVAL OF DUTY ON EFTA GOODS:** It has been announced by the Austrian Government that with effect from August 1, 1971, the import duties on certain agricultural products which satisfy the EFTA Origin and Consignment Rules were abolished. Tariff numbers affected are:

ex 06.04; ex 07.03; ex 07.04; ex 08.01; ex 08.03; ex 08.10; ex 09.01; ex 09.10; ex 17.04; ex 18.01; ex 18.02; ex 19.08; ex 20.01; ex 20.02.

**EDB Ext. 460**

## Turkey

**IMPORT REGULATIONS:** The Turkish *Official Gazette* of August 4 and 5 published Circulars listing parts and accessories for the assembly industry importable under the 26th Global List. The items affected are agricultural tractors, trucks, pick-ups, minibuses, bus chassis, radios, record players, sound recorders, electric razors, telephone exchanges and calculating machines.

**EDB Ext. 420, 475**

**IMPORT OF TYRES AND TUBES:** The Turkish authorities have issued some guidelines governing the importation of tyres and tubes (other than motorcycle and bicycle tyres and tubes).

**EDB Ext. 420, 475**

## Iran

**IMPORT DEPOSIT ON WHEAT, BARLEY AND CORN:** The Iranian authorities announce that as from September 6, 1971, and pending further notice, the deposit for registration of orders for imports of wheat, barley and corn is reduced from 100 per cent to 15 per cent. Permission of the Iranian Ministry of Economy is required for import of these commodities. No further information is available.

**EDB Ext. 420, 475**

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## Saudi Arabia

**MOTOR VEHICLES:** The Saudi Arabian Ministry of Finance and National Economy have recently reminded motor vehicle importers that they must import a minimum of 20 per cent of each imported vehicle's value in motor spares. A decree to this effect was first issued in 1964 but appears to have been ignored of late.

**EDB Ext. 420, 475**

## Lebanon

**IMPORT DUTIES ON LUXURY GOODS:** It is reported that the Lebanese authorities have issued a decree increasing the import duties on luxury items as from September 16, 1971. The decree affects about 500 items and the rate of increase varies widely. Further details will be available when the decree has been published in the Lebanese *Official Gazette* and translated.

**EDB Ext. 420, 475**

## Kuwait

**CUSTOMS DUTIES:** Further to the notice which appeared in *Trade and Industry* of August 26, the Kuwaiti Authorities have now advised that the customs duty operative from November 1, 1971, on imports of the undermentioned will be 15 per cent, not 10 per cent:

Steel furniture
- Steel office desks
- Multi-purpose steel cabinets
- Steel angles and shelves for making storage shelves
- Steel bedsteads

Foodstuffs
- Hard biscuits

No further information is available.

**EDB Ext. 420, 475**

## Israel

**MARKING OF FOOTWEAR:** The Israeli authorities have announced some changes in the Goods and Services (Control) (Marking of Footwear) Order 1965. Details of the amendments are available to British exporters from Export Data Branch.

**EDB Ext. 420, 475**

## Malagasy Republic

**IMPORTATION OF ALCOHOLIC DRINKS:** It has been announced that the importation of alcoholic drinks into certain localised areas of the Malagasy Republic, has been submitted to prior authorisation.

**EDB Ext. 471/2/3, 462**

## Malawi

**CUSTOMS TARIFF AMENDMENT:** Malawi Government Notice No. 203 amends the Customs Tariff with effect from September 3 to the following extent:

### Part III—Customs duties

By the deletion of all the material in column 2 in respect of sub-heading No. 87.02.02 and the substitution therefor of the following:

87.02.02 Refuse and sewage collection vehicles; mobile electric power generating vehicles; mobile concrete mixing and carrying vehicles; vehicles equipped with tipping or bottom dump bodies; hearses; road sweeping and road spraying vehicles; fire engines; aircraft crash vehicles and other motor vehicles of a kind specialised solely or accepted as designed principally for use in airport operations or maintenance (eg aircraft refuellers, runway sweepers); mobile workshops, laboratories or showrooms; crane lorries; motor breakdown lorries; other special purpose vehicles n.e.s., accepted for the purpose of this subheading by the Controller.

**EDB Ext. 471/2/3, 462**

## Morocco

**CUSTOMS REGULATIONS:** The Moroccan Customs Authorities have announced (Circular No. 3019 A/1) the following amendment to the Customs Tariff. This took effect from February 3.

| Tariff Heading | Description | Tariff General | Working |
|---|---|---|---|
| 51.01 | Yarn of man-made fibres (continuous) not put up for retail sale | | |
| A | Yarn of synthetic textile fibres | | |
| 1 | textured | 60 | 40 |
| 2 | others | 40 | 10 |
| B | Yarn of artificial textile fibres | | |
| 1 | textured | 60 | 40 |
| 2 | others | 40 | 10 |

**EDB Ext. 420, 475**

**IMPORT REGULATIONS:** The Moroccan Office des Changes has recently announced (Circular No. 1211) that items falling within tariff heading 40.11.25 'tyres of 2 kg. or less for cycles and motorcycles' have been transferred from List A (imports not requiring licence) to List B (imports requiring licence) of the Moroccan General Import Programme. This legislation took effect from August 16.

**EDB Ext. 420, 475**

**IMPORT REGULATIONS:** It has been reported that the following item has been transferred from List A (no licence required) to List B (imports requiring licence). Imports covered by this heading will now be admitted according to need.

| Tariff Heading | Description |
|---|---|
| 40.11.14 | Inner tubes of 0.5 kg. or less (for bicycles and motor cycles) |

This legislation took effect from July 14.

**EDB Ext. 420, 475**

## Republic of South Africa

**CUSTOMS TARIFF CHANGES:** The following changes were notified in *Government Gazette* No. 3249 of September 10.

**Notice R 1569:** The duty on dichlorodifluoromethane, trichloromonofluoromethane and mixtures thereof is increased from free to 25 per cent or 10 c per kg.

**R 1570:** The duty on certain knitted or crocheted fabrics of synthetic fibres, printed or flocked, is increased by varying amounts.

**R 1571:** Provision is made for an ordinary anti-dumping duty on gummed paper if imported from or originating in Norway.

**R 1572:** (1) Provision is made for a rebate of the full duty on tuna, fresh, chilled or frozen, in such quantities and at such times as the Secretary for Industries may allow by specific permit, for canning purposes.

(2) Provision is made for a rebate of the full duty on isodecanol for use in the extraction of uranium.

(3) Provision is made for a rebate of the full duty on mixtures of mono-ethylenic hydrocarbons for the manufacture of alkylbenzene.

**R 1573:** (1) Provision is made for a rebate of the full duty less 10 per cent on printed knitted or crocheted fabric of synthetic fibres, for the manufacture of swimwear for men and boys, and under garments (excluding shirts).

(2) The existing rebate provisions in item 311.20/60.01 (1) and (3) are confined to the manufacture of swimwear for women and girls.

**CRE Ext. 2274**

**PUBLIC HEALTH ACT:** A new Public Health Act Regulation, published in the South African *Government Gazette* of September 10, prohibits from that date the importation, sale, possession or use of vessels, utensils or other articles to contain, serve or prepare food or water, which are rusty, or defectively jointed, or are soldered with potentially harmful substances.

**EDB Ext. 471/2/3**

## Mozambique

**AMENDMENTS TO IMPORT TARIFF ON ARTICLES OF GLASS:** The *Boletim Oficial de Mozambique* No. 106 of September 9, 1971, published the following amendments to the import tariff:

| Tariff heading | Subheading | New rate of import duty |
|---|---|---|
| 70.04 | 01 | 1.60 Escudos per kilogram |
| 70.04 | 03 | 45 Escudos per square metre |
| 70.04 | 04 | 67.50 Escudos per square metre |
| 70.04 | 05 | 37.50 Escudos per square metre |
| 70.05 | 02 | 45 Escudos per square metre |
| 70.05 | 03 | 67.50 Escudos per square metre |
| 70.05 | 04 | 37.50 Escudos per square metre |
| 70.06 | 01 | 2 Escudos per kilogram |
| 70.06 | 02 | 8 Escudos per kilogram |
| 70.06 | 03 | 60 Escudos per square metre |
| 70.06 | 04 | 86 Escudos per square metre |
| 70.06 | 05 | 52.50 Escudos per square metre |
| 70.07 | 02 | 40 Escudos per kilogram |
| 70.07 | 03 | 20 Escudos per kilogram |
| 70.08 | — | 8 Escudos per kilogram |
| 70.16 | — | 20 Escudos per kilogram |

No further information is available.

**EDB Ext. 460/1**

## Ghana

**IMPORT LICENSING:** The following Notice to Importers, No. 370 was published in the Ghana *Commercial and Industrial Bulletin* of August 31.

In accordance with the Government Budget Statement on Tuesday, July 27, 1971, the Controller of Imports and Exports hereby announces that all Specific Import Licences in respect of goods which are now on the Open General Licence have been cancelled with effect from July 27, 1971.

**EDB Ext. 471/2/3**

**IMPORT LICENSING:** Notice to Importers No. 369—General Guide to Importers—Import Licensing Procedures for the period of January 1 to December 31, 1972, was published in the Ghana *Commercial and Industrial Bulletin* of August 27.

**EDB Ext. 471/2/3**

**CUSTOMS TARIFF AMENDMENT:** The First Schedule to the Ghana Customs Tariff is amended by the Customs (Amendment) Act, 1971 and became effective from July 27.

**EDB Ext. 471/2/3**

## Niger

**MODIFICATION OF MERCURIAL VALUES:** The Niger table of mercurial values has been modified as follows:

Hydraulic cements (ex 25.25)—Portland cement (excluding cement fondu, slag cement and sulphate cement, etc., clinker and coloured cement): 1,200 FCFA per 100 kg.

Cotton fabric (55.09 Ale) plain fabric, serge, twill or satin containing at least 85 per cent by weight of cotton: printed of the like of a minimum width of 100 cms: fancy goods 1,500 FCFA per net kg.: javas 2,500 FCFA; of a width less than 100 cms. 1075 FCFA.

The mercurial value does not apply to printed cotton fabrics whose CIF/Niger value is more than 2,500 FCFA for javas and 1,075 for printed fabrics less than 100 cms wide.

**EDB Ext. 471/2/3**

**RE-EXPORTATION:** A ministerial decision of June 10, 1971, submitted the re-export of goods to documentary proof of the payment of import duties and taxes collected at the time of their importation.

**EDB 471/2/3**

**INDIA**

AFRASIAN MARKETS (The Amalgamated Press), Bombay. International Register of Chambers of Commerce and other Organizations, 800 printed pages, Price £5.50. Available 1970/71

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## Algeria

**IMPORT RESTRICTIONS:** The Algerian *Journal Officiel* of July 30 announced that the following items were to be added to the list of goods subject to licensing and quota restrictions.

(Tariff heading) ex 01.02, ex 02.01, 11.07, 18.01, 18.06 BI, 19.02, 21.03 B, ex 25.03, 27.01, 27.04, 27.13, 27.16, 28.16, 28.40, 28,56, ex 29.01, 29.15, 31.02, 32.05, 33.04, ex 34.02, 35.01 B, 35.05, 37.01, 37.03, ex 37.07, 37.08, 38.14, 38.19, ex 39.01, ex 39.02, 39.03, 40.01, 40.02, 40.08, 40.09, 40.10, ex 40.11, 40.13 AI, ex 40.13 AII, 40.14, 40.16, 44.02, 49.01, 57.10, 58.05, 58.06, 59.01, 59.04, 59.11, 59.14, ex 61.11 B, 62.03 A, 62.04, 66.03 B, 66.03 C, 68.14, 69.02, 70.05, 70.20, 71.16, 73.22, 73.24, 73.35 C and D, 73.37, ex 73.40 B 1X, ex 73.40, 76.15 C, 78.01, ex 82.01, 82.05, 84.01, ex 84.10, 84.14, 84.20, ex 84.21, 84.29, 84.30, 84.33, 84.34, 84.35, 84.36, 84.37, 84.38, 84.41, 84.42, 84.43, 84.44, 84.51, 84.52, 84.53, 84.55 B, ex 84.59, 84.60, ex 84.61, ex 85.04, 85.08, 85.09, 85.11, 85.13, 85.14, 85.15, 85.19, 86.07, 86.09, ex 87.06 B IVb, 88.02, 88.03, 89.03, 90.14, 90.24, 90.28, 97.07 BIIa 3, 98.06, 98.12.

This legislation took effect from June 6, 1971.

**EDB Ext. 420, 475**

## Pakistan

**PAKISTAN RUPEE ALIGNED TO US DOLLAR:** The State Bank of Pakistan announced that, with effect from September 17, the Pakistan rupee would be delinked from the Pound sterling and aligned to the US dollar. The announcement stated that this step had been taken in the context of the present international currency situation with a view to maintaining the competitive position of Pakistan's exports. The State Bank will be issuing instructions about the new rates for foreign exchange transactions.

**CRE Ext. 2278**

## Thailand

**REDUCTION OF IMPORT DUTIES ON EXPORT INDUSTRY MATERIALS:** The Thai Ministry of Finance has issued a notice providing for a reduction of import duty for goods to be processed for export. With effect from September 6, 1971, all goods imported for production, mixing or assembly in Thailand are entitled to a duty reduction to one-tenth of the normal duty rate as prescribed in the Thai Customs Tariff, provided that:

1. the goods will be produced, mixed or assembled and exported from Thailand within 12 months from the date of the Customs clearance and;
2. a deposit equal to that of the full rate of duty be lodged with the Thai Customs until the goods are exported

Copies of the notice giving details of these provisions and details of the present full rate of duties on imported goods are available to British exporters on request.

**EDB Ext. 401, 468/9**

## Singapore

**IMPORT CONTROL:** Singapore Import and Export Control No. 8/71 of September 10 states that the import of instant coffee into Singapore is now no longer subject to quota restriction or import licensing.

**EDB Ext. 401, 468/9**

## Australia

**TARIFF BOARD INQUIRY ON WOVEN MAN-MADE FIBRE FABRICS:** The Australian Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of woven man-made fibre fabrics (tariff items 50.09.9; 50.10.9, 51.04.4, 51.04.5, 51.04.9, 55.09.4, 56.07.9, 59.08.3, 59.08.9). This reference

*(continued on next page)*

## AUSTRALIA
*continued*

has been made as a result of representations by local industry. Details of the tariff items under which the above mentioned goods are dutiable may be obtained from Export Data Branch, Ext. 401, 468 or 469.

This matter has been reported by the British High Commission in Canberra, which has been asked to notify the Australian authorities at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure notification in this instance has to be made to the Australian authorities not later than October 14, 1971. Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Division, quoting reference No. CRE 1795/71.

**CRE Ext. 2318/9**

**TARIFF CHANGES:** Details are given below of changes made in the Australian Customs Tariff by Customs tariff proposals which came into effect on August 24, 1971 and include those consequent upon the Tariff Board inquiries into trout and plastic products.

### AMENDMENTS OF PART II. OF THE FIRST SCHEDULE TO THE CUSTOMS TARIFF 1966-71

| Tariff item | Goods | Rate of duty General | Rate of duty Preferential |
|---|---|---|---|
| After sub-item 03.01.1 insert the following sub-item: | | | |
| '03.01.2 | – Trout, dead, as follows: (*a*) brown trout (that is to say, Salmo trutta); (*b*) brook trout (that is to say, Salvelinus fontinalis); (*c*) rainbow trout (that is to say, Salmo gairdnerii) | $0.10 per lb. | $0.10 per lb.' |
| Omit item 22.03, insert the following item: | | | |
| '22.03 | * Beer made from malt: | | |
| 22.03.1 | – Containing more than 2% of proof spirit | $1.37 per gal. | $1.26 per gal. |
| 22.03.9 | – Other | 27½% | 17½%' |
| After sub-item 35.06.1 insert the following sub-item: | | | |
| '35.06.2 | – Of artificial plastic materials and resins or of cellulosic derivatives of a kind falling within an item in Chapter 39, not being goods put up for retail sale in packs not exceeding a net weight of 1 kilogramme | 30% | 20%' |
| Omit sub-item 38.19.8, insert the following sub-item: | | | |
| '38.19.8 | – Diagnostic or laboratory reagents and test kits; other products that are not chemically defined and that are not mixtures: | | |
| 38.19.81 | – – Diagnostic or laboratory reagents and test kits; other products that are not chemically defined and that are not mixtures, when put up for retail sale | 22½% | 10% |
| 38.19.82 | – – Products that are not chemically defined and that are not mixtures, when not put up for retail sale | 7½% | Free' |

Omit notes 5 and 6 to Chapter 39, insert the following notes:

'5. In paragraphs 39.01.11, 39.02.11 and 39.03.11 and sub-item 39.05.1 "adhesives" means goods that consist of a mixture of two or more ingredients where the presence of more than one of those ingredients is essential to give adhesive properties to the goods.

6. In this Chapter, "bulk forms" means goods in liquid or pasty forms (including emulsions, dispersions and solutions), blocks, lumps, powders (including moulding powders), granules, flakes and similar forms.

7. In this Chapter, "profile shapes" means monofil, tubes, rods, sticks and similar shapes whether or not surface worked but not otherwise worked.

8. In this Chapter, "planar forms" means plates, sheets, strip, film, roll film and foil whether or not printed or otherwise surface-worked but not cut to shape or otherwise worked, and articles of rectangular shape cut there from but not further worked.'

Omit items 39.01, 39.02, 39.03, 39.04, 39.05, 39.06 and 39.07, inserted the following items:

| Tariff item | Goods | Rate of duty General | Rate of duty Preferential |
|---|---|---|---|
| '39.01 | * Condensation, polycondensation and polyaddition products, whether or not modified or polymerised, and whether or not linear (including phenoplasts, aminoplasts, alkyds, polyallyl esters and other unsaturated polyesters, silicones): | | |
| 39.01.1 | – Bulk forms; waste and scrap: | | |
| 39.01.11 | – – Adhesives | 30% | 20% |
| 39.01.12 | – – Goods of: (*a*) aminoplasts; (*b*) phenoplasts; (*c*) the alkyd types; (*d*) the modified resin ester type; or (*e*) the epoxy type, not being adhesives | 40% | 30% |
| 39.01.13 | – – Goods of the silicone type, not being adhesives: | | |
| 39.01.131 | – – – Silicone grease | 40% | 32½% |
| 39.01.132 | – – – Silicone fluids | 40% | 40% less $0.025 per gal. |
| 39.01.139 | – – – Other | 40% | 40% |
| 39.01.14 | – – Goods: (*a*) of polyethylene glycos; (*b*) of the unsaturated polyester type; or (*c*) being brake fluids, being, or having as a basis, a substance that is an ethylene oxide derivative, not being adhesives | 25% | 15% |
| 39.01.15 | – – Polyols, as defined by by-law | Free | Free |
| 39.01.19 | – – Other | 7½% | Free |
| 39.01.2 | – Laminated rigid sheets and strip of a kind commonly used for wall panelling | 40% | 20% |
| 39.01.3 | – Planar forms of silicone reinforced with or containing glass fibre or glass fibre fabric, not being goods falling within sub-item 39.01.2 | 30% | 30% |
| 39.01.4 | – Profile shapes and planar forms: (*a*) of materials other than silicone, reinforced with or containing glass fibre or glass fibre fabric; or (*b*) of phenoplasts, not being goods falling within sub-item 39.01.2 | 30% | 20% |
| 39.01.5 | – Planar forms of polyester coated with an adhesive, not being goods falling within sub-item 39.01.2 or 39.01.4 | 25% | 15% |
| 39.01.6 | – Profile shapes of polyamides or of polyurethane, not being goods falling within sub-item 39.01.4 | 15% | 7½% |
| 39.01.7 | – Planar forms of polyurethane, not being goods falling within sub-item 39.01.2 or 39.01.4 | 15% | 5% |
| 39.01.8 | – Profile shapes and other planar forms of the silicone type, not being goods falling within sub-item 39.01.2 or 39.01.3 | Free | Free |
| 39.01.9 | – Profile shapes and planar forms of other materials | 7½% | Free |
| 39.02 | * Polymerisation and copolymerisation products (including polyethylene, polytetrahaloethylenes, polyisobutylene, polystyrene, polyvinyl chloride, polyvinyl acetate, polyvinyl chloroacetate and other polyvinyl derivatives, polyacrylic and polymethacrylic derivatives, coumarone-indene resins): | | |
| 39.02.1 | – Bulk forms; waste and scrap: | | |
| 39.02.11 | – – Adhesives | 30% | 20% |
| 39.02.12 | – – Goods of the ethylene type or of vinyl chloride polymers or copolymers, not being adhesives | 60% | 50% |
| 39.02.13 | – – Goods of: (*a*) the coumarone-indene type; (*b*) the cyclopentadiene copolymer type; (*c*) the petroleum resin type; (*d*) the propylene type; (*e*) the styrene type; or (*f*) the vinyl or vinylidene type, not being goods falling within paragraph 39.02.11 or 39.02.12 | 40% | 30% |
| 39.02.14 | – – Goods of the acrylic type, not being adhesives | 25% | 15% |

*(continued on page 656)*

# In the space on the right, complete the list of countries able to claim the advantages on the left.

| | | | |
|---|---|---|---|
| 1 | A good industrial relations record. | A | Australia. |
| 2 | Political stability. | B | |
| 3 | Huge mineral resources. | C | |
| 4 | An abundance of space. | D | |
| 5 | A wide range of climatic conditions. | E | |
| 6 | Plenty of opportunities for foreign investment. | F | |
| 7 | English speaking population. | G | |

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## AUSTRALIA *continued*

| Tariff item | Goods | Rate of duty General | Rate of duty Preferential |
|---|---|---|---|
| 39.02.15 | – – Goods of polyisobutylene, not being adhesives | Free | Free |
| 39.02.19 | – – Other | 7½% | Free |
| 39.02.2 | – Floor and wall coverings | 45% | 35% |
| 39.02.3 | – Sausage casings | Free | Free |
| 39.02.4 | – Planar forms of the vinyl type having a value for duty not exceeding $0.30 per pound, viz.:<br>(*a*) corrugated; or<br>(*b*) plasticised but not coated with an adhesive,<br>not being goods falling within sub-item 39.02.2 or 39.02.3 | $0.12 per lb. | $0.12 per lb., less 10% |
| 39.02.5 | – Profile shapes and other planar forms of the vinyl type: | | |
| 39.02.51 | – – Profile shapes | 40% | To add including 31 December 1971—37% From and including 1 January 1972—40% |
| 39.02.52 | – – Planar forms | 40% | 30% |
| 39.02.6 | – Profile shapes and other planar forms of:<br>(*a*) the ethylene type;<br>(*b*) the propylene type; or<br>(*c*) the tetrafluorethylene type: | | |
| 39.02.61 | – – Planar forms of the ethylene type, not coated with an adhesive and having a value for duty not exceeding $0.267 per pound | $0.08 per lb. | $0.08 per lb. less 10% |
| 39.02.62 | – – Profile shapes; planar forms of the propylene type or the tetrafluorethylene type | 30% | 22½% |
| 39.02.69 | – – Other | 30% | 20% |
| 39.02.7 | – Profile shapes and other planar forms of the styrene type: | | |
| 39.02.71 | – – Planar forms | 20% | 10% |
| 39.02.72 | – – Profile shapes | 20% | 7½% |
| 39.02.8 | – Profile shapes and other planar forms of the acrylic type | 15% | 7½% |
| 39.02.9 | – Other: | | |
| 39.02.91 | – – Profile shapes and other planar forms of the polyisobutylene type: profile shapes of vinylidene supported by or laminated with or containing textile or glass fibre fabric | Free | Free |
| 39.02.99 | – – Other | 7½% | Free |
| 39.03 | * Regenerated cellulose; cellulose nitrate, cellulose acetate and other cellulose esters, cellulose ethers and other chemical derivatives of cellulose, plasticised or not; vulcanised fibre: | | |
| 39.03.1 | – Bulk forms; waste and scrap: | | |
| 39.03.11 | – – Adhesives | 30% | 20% |
| 39.03.12 | – – Moulding compounds of cellulose acetate butyrate, not being adhesives | 25% | 20% |
| 39.03.13 | – – Goods of:<br>(*a*) cellulose acetate or cellulose acetate butyrate; or<br>(*b*) cellulose nitrate having a nitrogen content of not less than 12½%, for use as, or in the manufacture of, explosives,<br>not being goods falling within paragraph 39.03.11 or 39.03.12 | 5% | Free |
| 39.03.14 | – – Goods of cellulose nitrate, not being adhesives, collodions or goods falling within paragraph 39.03.13 | 40% | 35% |
| 39.03.15 | – – Collodions; goods of:<br>(*a*) carboxymethylcellulose,<br>(*b*) hydroxyethylcellulose,<br>(*c*) hydroxyethyl ethylcellulose,<br>(*d*) hydroxyethyl methyl cellulose,<br>(*e*) hydroxypropyl methyl cellulose,<br>(*f*) methylcellulose,<br>(*g*) methylethylcellulose, propyleneglycol methycellulose,<br>(*h*) sodium carboxymethylcellulose,<br>(*i*) sodium carboxymethylhydroxyethylcellulose, or<br>(*j*) celluloid,<br>not being adjesives | 7½% | Free |
| 39.03.19 | – – Other | Free | Free |
| 39.03.2 | – Laminated rigid sheets and srtip of a kind commonly used for wall panelling | 40% | 20% |
| 39.03.3 | – Sausage casings | Free | Free |
| 39.03.4 | – Profile shapes of cellulose acetate or of cellulose acetate butyrate | 15% | 5% |
| 39.03.5 | – Planar forms:<br>(*a*) of cellulose acetate or cellulose acetate butyrate, coated with an adhesive; or<br>(*b*) of non-cellular regenerated cellulose being goods that—<br>(i) are coated with an adhesive;<br>(ii) are coated with polymers or copolymers of the ethylene type; or<br>(iii) are printed or embossed,<br>not being goods falling within sub-item 39.03.2 or 39.03.3 | 25% | 15% |
| 39.03.6 | – Profile shapes and planar forms of celluloid; planar forms as follows:<br>(*a*) adhesives including adhesive tapes;<br>(*b*) unsensitised prepared positive transfer media of a kind used for the photo-copying of documents by the image transfer process; and<br>(*c*) of cellulose acetate, of cellulose acetate butyrate or of vulcanised fibre;<br>not being goods falling within sub-item 39.03.2, 39.03.3, or 39.03.5 | 7½% | Free |
| 39.03.9 | – Other | Free | Free |
| 39.04 | * Hardened proteins, including hardened casein and hardened gelatin: | | |
| 39.04.1 | – Sausage casings | Free | Free |
| 39.04.9 | – Other | 7½% | Free |
| 39.05 | * Natural resins modified by fusion; artificial resins obtained by esterification of natural resins or of resinic acids; chemical derivatives of natural rubber, including chlorinated rubber, rubber hydrochloride, oxidised rubber, cyclised rubber: | | |
| 39.05.1 | – Adhesives | 30% | 20% |
| 39.05.2 | – Ester gums, not being adhesives | 40% | 30% |
| 39.05.9 | – Other | Free | Free |
| 39.06 | * Other high polymers, artificial resins and artificial plastic materials, including alginic acid, its salts and esters; linoxyn: | | |
| 39.06.1 | – Starches modified by etherification or esterification | $0.025 per lb. | $0.012 per lb. |
| 39.06.2 | – Alginic acid, its salts and esters; other high polymers derived from alginic acid | 37½% | 30% |
| 39.06.3 | – Heparin | 7½% | Free |
| 39.06.9 | – Other | Free | Free |
| 39.07 | * Goods made of materials of a kind described in an item included in items 39.01 to 39.06 (inclusive): | | |
| 39.07.1 | – Floor coverings; wall coverings, being tiles none of which exceeds 400 square inches in area | 45% | 35% |
| 39.07.2 | – Sausage casings | Free | Free |
| 39.07.3 | – Bags of a kind used for the packaging of goods: | | |

(*continued on page 658*)

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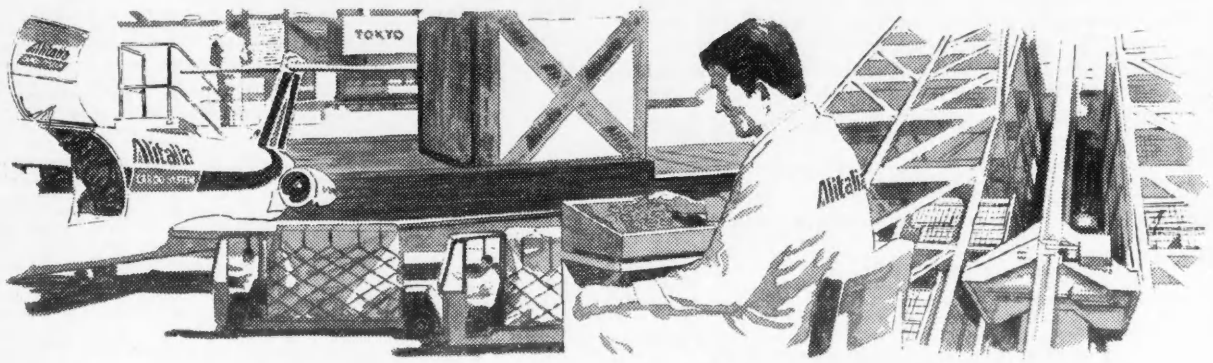


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## AUSTRALIA *continued*

| Tariff item | Goods | Rate of duty | |
|---|---|---|---|
| | | General | Preferential |
| 39.07.31 | – – Of regenerated cellulose | 20% | 10% |
| 39.07.32 | – – Of polymers or copolymers of the ethylene type, having a value for duty not exceeding $0.333 per pound | $0.10 per lb. | $0.10 per lb. less 10% |
| 39.07.33 | – – Goods of polymers or copolymers of the ethylene type, not being goods falling within paragraph 39.07.32 | 30% | 20% |
| 39.07.39 | – – Other | 40% | 30% |
| 39.07.4 | – Pilches; coats, including overcoats: | | |
| 39.07.41 | – – Pilches having a value for duty not exceeding $0.175 each | $0.07 each | $0.07 each, less 10% |
| 39.07.42 | – – Coats, including overcoats, having a value for duty not exceeding $1.25 each | $0.50 each | $0.50 each less 10% |
| 39.07.49 | – – Other | 40% | 30% |
| 39.07.5 | – Blinds, curtains, air mattresses, wading pools: | | |
| 39.07.51 | – – Curtains, having a value for duty not exceeding $0.25 per square yard | $0.10 per sq. yd. | $0.10 per sq. yd.; less 10% |
| 39.07.52 | – – Blinds, having a value for duty not exceeding $0.50 per square yard | $0.20 per sq. yd. | $0.20 per sq. yd.; less 10% |
| 39.07.53 | – – Air mattresses, having a value for duty not exceeding $0.75 each | $0.30 each | $0.30 each, less 10% |
| 39.07.54 | – – Wading pools, having a value for duty not exceeding $1.25 each | $0.50 each | $0.50 each, less 10% |
| 39.07.59 | – – Other | 40% | 30% |
| 39.07.6 | – Goods of:<br>(*a*) polymers or copolymers of the vinyl chloride type;<br>(*b*) polymers or copolymers of the styrene type;<br>(*c*) phenoplasts or aminoplasts; or<br>(*d*) epoxy resins,<br>not being goods falling within a preceeding sub-item of this item | 40% | 30% |
| 39.07.7 | – Goods of:<br>(*a*) polymers or copolymers of the ethylene type; or<br>(*b*) polymers or copolymers of the propylene type,<br>not being goods falling within a preceding sub-item of this item | 30% | 20% |
| 39.07.9 | – Other | 20% | 10%'. |
| Omit item 59.08, insert the following item: | | | |
| '59.08 | * Textile fabrics impregnated or coated with preparations of cellulose derivatives or of other artificial plastic materials | | |
| 59.08.1 | – Goods of cotton or in chief part by weight of cotton (not being a woven fabric containing 20% or more by weight of man-made fibres) impregnated or coated with polyurethane, with plastic addition exceeding ½ ounce per square yard | 20% | 10% |
| 59.08.2 | – Impregnated or coated with polymers or co-polymers of the vinyl chloride type, with plastic addition exceeding 1 ounce per square yard | 40%, and if the FOB price falls below $0.60 per sq. yd. an amount per sq. yd. equal to three-quarters of the difference | 30%, and if the FOB price falls below $0.60 per sq. yd. an amount per sq. yd. equal to three-quarters of the difference |
| 59.08.3 | – Impregnated or coated with materials other than polymers or copolymers of the vinyl chloride type, with plastic addition exceeding ½ once per square yard, not being goods falling within sub-item 59.08.1 | 40%, or, if higher the rate of duty set out in this column that would apply to the goods if they were uncoated, non-impregnated fabrics of the same width and weight per sq. yd. as the goods and of the same weave and textile fibre composition as the textile fabrics in the goods or if there are two or more textile fabrics in the goods, as the textile fabrics in the goods that gives, or, in the opinion of the Minister is deemed to give, the goods their essential character | 30%, or, if higher the rate of duty set out in this column that would apply to the goods if they were uncoated, non-impregnated fabrics of the same width and weight per sq. yd. as the goods and of the same weave and textile fibre composition as the textile fabric in the goods or, if there are two or more textile fabrics in the goods, as the textile fabrics in the goods that gives, or, in the opinion of the Minister is deemed to give, the goods their essential character |
| 59.08.9 | – Other | The rate of duty set out in this column that would apply to the goods if they were uncoated, non-impregnated fabrics of the same width and weight per square yard as the goods and of the same weave and textile fibre composition as the textile fabric in the goods, or, if there are two or more textiles fabrics in the goods, as the textile fabric in the goods that gives, or, in the opinion of the Minister is deemed to give, the goods their essential character | The rate of duty set out in this column that would apply to the goods if they were uncoated, non-impregnated fabrics of the same width and weight per square yard as the goods and of the same weave and textile fibre composition as the textile fabric in the goods, or, if there are two or more textile fabrics in the goods, as the textile fabric in the goods that gives, or, in the opinion of the Minister is deemed to give, the goods their essential character'. |

**EDB Ext. 401, 468, 469**

## New Zealand

**CUSTOMS TARIFF INQUIRY INTO CERTAIN ELECTRICAL APPARATUS:** The New Zealand Tariff and Development Board gave notice of the Board's intention to conduct a public hearing on May 7, 1970 into the question of eliminating the margins by which the rates of duty on certain electrical apparatus of Australian origin exceeded the rates of duty on the same apparatus imported from any other source. The Tariff items falling within the scope of the inquiry are set out in the Schedule to this notice. Details of this inquiry were given in the *Board of Trade Journal* of March 25, 1970, page 869. This inquiry was later cancelled as the objection had been withdrawn (see *Board of Trade Journal* of April 29, 1970, page 1194).

Subsequent approaches to the Tariff and Development Board by interested parties have resulted in a re-opening of the inquiry and, in respect of the goods set out in the following Schedule, the Board will, in accordance with its normal procedures, conduct a public inquiry in Wellington on December 7, 1971, commencing at 10.30 am. The purpose of the hearing will be to hear evidence

(including any further evidence submitted pursuant to this notice) on the proposed action as it affects these goods. The Board will also consider evidence placed before it regarding any of the rates of duty applicable to these goods and import licensing as it affects them.

Typewritten statements of evidence (12 copies) should be lodged with Mr. O. A. Black, Secretary, Tariff and Development Board, P.O. Box 5070, Wellington, New Zealand, not later than Tuesday, November 23, 1971. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel: 01-248 5757, Ext. 401, 468, 469). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry. Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc., P.O. Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade', telephone Wellington 43-706; (the BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ) and requiring further information should approach the Commercial Relations and Exports Division, quoting Reference CRE 26547.

### SCHEDULE

| Tariff item | Description |
|---|---|
| | Apparatus for the protection of electrical circuits: |
| | Fuses: |
| 85.19.21 | Of artificial plastic materials |
| | Of ceramic materials: |
| 85.19.22 | Outdoor types having a rated capacity not exceeding 100 amperes for use in circuits not exceeding 660 volts |
| 85.19.23 | Switchboard types having a rated capacity not exceeding 30 amperes |
| 85.19.24 | Other |
| 85.19.25 | Other fuses |
| | Sockets, and plugs therefor; wire and cable connectors and articles similar thereto: |
| 85.19.34 | As may be determined by the Minister |
| 85.19.35 | Other |

**CRE Ext. 2321**

**DEFERRED PUBLIC HEARING INTO CONTINUOUS FILAMENT POLYESTER YARN:** The New Zealand Tariff and Development Board has acceded to a further request to defer the public hearing into continuous filament polyester yarn (Tariff Items 51.01.43, 51.01.44, and 51.01.45) which was to have commenced on Thursday, October 7, 1971. Details of this inquiry were given in *Trade and Industry* of July 15, page 106. The hearing will now commence at 10.30 am on Tuesday, November 23, 1971, and the final date for the lodging of submissions will be Tuesday, November 9. Reference: CRE 853/69.

**CRE Ext. 2321**

**EMERGENCY PROTECTION AUTHORITY REPORT:** Copies of the following New Zealand Emergency Protection Authority report have been received and are available from Commercial Relations and Exports Division. Reference CRE 792/69.

| Tariff item | Description |
|---|---|
| 85.23.21 | Insulated electric wire—armoured |
| 85.23.24 | Insulated electric wire—lead sheathed |

**CRE Ext. 2321**

## Uruguay

**PRIOR DEPOSITS:** Uruguayan Central Bank Circular No. 281 of July 21, 1971, amended by Central Bank Circular No. 296 of August 13, gives details of exemptions from prior deposits (*consignaciones*) for the period July 1 to December 31, 1971.

Provisions for capital goods remain as before except that the modified list of capital goods attached to Decree No. 482/971 of August 3, 1971, applies. In the case of other goods, with certain exceptions, an importer may import free of deposit a quota equal to 30 per cent of his deposit-free imports of similar goods during 1970.

Copies of an unofficial translation of the above-mentioned decrees are available from Tariff Section.

**EDB Ext. 7312, 474, 476**

## Argentina

**BAN ON IMPORTS:** Argentinian Law No. 19242, published on September 19, 1971, establishes a ban on imports until October 31 next with the following exceptions:

Goods already shipped or in the port
Goods covered by irrevocable documentary credits
Luggage
Personal items that ships and aircraft crews may import
Personal parcels without commercial value
Imports by Diplomatic Missions and international organisations enjoying import privileges
Commercial samples.

Provision is made for urgent needs of supplies or equipment to be dealt with during the period of the ban by means of applications for special import authorisation to the Ministry of Industry, Trade and Mining. The Government is empowered to make exceptions to the law taking account of international obligations.

No further information is available.

**EDB Ext. 7312, 474, 476**

**EXCHANGE REGULATIONS:** The Argentine Government have announced the establishment from September 20, of a free 'financial

(*continued on next page*

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## ARGENTINA
*continued*

exchange market' in addition to the fixed rate market (at 5.0 pesos to the US dollar) for commercial transactions. Banks and authorised dealers will operate the free market, in which the Argentine Central Bank may intervene to influence rates for all financial transactions except trade payment for services and remitting of dividends and royalties. In the fixed rate market, the Central Bank will take all income and supply all demand except that exporters of non-traditional exports will be permitted to transfer 10 per cent of their earnings through the free market.

Private travellers will continue to pay a 50 centavo per dollar tax on foreign currency bought on the free market, but may now purchase 'reasonable quantities' of exchange.

From September 20, companies may remit dividends, profits and royalties due up to October 31, 1971, by means of the external bonds mentioned in *Trade and Industry* of August 12. Remittance by the bonds will be subject to the express agreement of companies creditors. The situation in the free market will affect the placement of the bonds since these will be sold at the free market rate. The cost of the bonds for the transfer of dividends and royalties is 110 per cent of the free market rate or nearly 8 pesos to the dollar for such remittances. Regulations for dividends not remitted in this way and for those due subsequent to October 31, will be made known in due course. Debts in respect of dividends, etc, of less than US $500 will be transferred through the free market. Transfers of capital resulting from proceeds of sale of businesses remain subject to Central Bank approval and there are no indications that the bank is yet ready to authorise such transfers through the free market. The effect of these measures will be to take the pressure off the illegal market on which the rate rose to a peak of 7.50 pesos to the US dollar, closing at 6.80 on September 18.

No further information is available.

**CRE Ext. 2287**

## Peru

**ADDITIONS TO THE NATIONAL REGISTER OF MANUFACTURED PRODUCTS:** Peruvian Directoral Resolution No. 1332-71-IC/DGI-DECL has added a list of pharmaceuticals to the National Register of Manufactured Products. The effect of this addition is a virtual prohibition on the importation of such goods. The products involved fall under Tariff heading 30.03.9.01 and a list of these products, in Spanish, is available to exporters.

**EDB Ext. 474, 476, 7312**

## United States

**ECONOMIC MEASURES:** The United States Cost of Living Council has issued the following policy statement in respect of fluctuations in international exchange rates:

As previously ruled, an import price increase due to a change in the world market price may be passed on so long as the product is neither physically transformed by the seller nor incorporated as a component in another product.

An import price increase due to appreciation in the value of a foreign currency in relation to the dollar is treated in exactly the same way as an increase arising from changes in world market prices.

These provisions apply only to transactions that took place after August 15. They do not apply to goods in inventory on that date.

Sellers of imported goods who pass on price increases to their customers must maintain adequate records to document the increases and must, on request, provide this information to buyers.

**EDB Ext. 455/6/7**

**PREPARATIONS CONTAINING ASPIRIN:** The Commissioner for Food and Drugs has proposed regulations for the special packaging of substances containing aspirin. Written comments may be submitted to the Department of Health, Education and Welfare not later than October 1, 1971.

**LIQUID FURNITURE POLISH:** The United States Commissioner for Food and Drugs has proposed regulations for special packaging requirements for certain kinds of liquid polish. Written comments may be submitted to the Department of Health, Safety and Welfare not later than October 7, 1971 (Ref. F.R. 8.9.71).

**CRE Ext. 2397**

**LABELLING AND ADVERTISING REQUIREMENTS FOR DETERGENTS:** *Trade and Industry* of February 24 gave notice of proposed regulations for the labelling and advertising of detergents. The Council of Environmental Quality has now requested that the date for submitting written comments be extended to October 15, 1971 (Ref. FR 24.8.71).

**CRE Ext. 2397**

## Canada

**LABELLING OF FOOD, DRUGS AND COSMETICS IN PRESSURISED CONTAINERS:** A notice in *Trade and Industry* of August 19, referred to new regulations requiring that pressurised containers carry specific warning symbols and statements. The Canadian Food and Drug Directorate have issued guidelines to the interpretation of the regulations in respect of the labelling of drugs and cosmetics. Copies are available to British exporters on application.

**ESD Ext. 455/6/7**

**INFLAMMABLE TEXTILES AND TEXTILE PRODUCTS:** It is understood that the Canadian Department of Consumer Affairs will be introducing regulations towards the end of the year concerning the sale of inflammable textiles and textile products, with particular reference to nightwear and children's clothing. Further information will be published as soon as it becomes available.

**CRE Ext. 2629**

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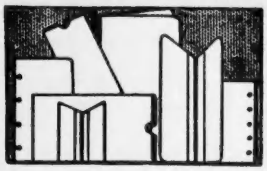

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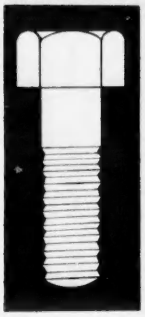

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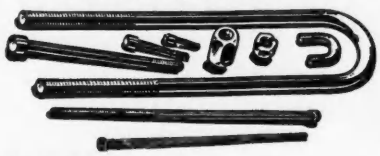

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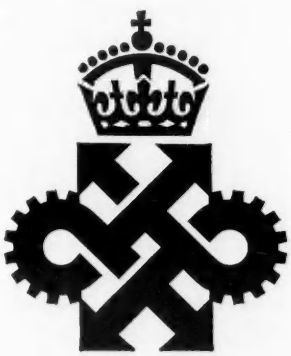

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